A UNITED STATES DEPARTMENT OF COMMERCE PUBLICATION

International Commerce

September 1, 1969

New Zealand is a rebounding market

U.S. trade sluggish in first half

International Trade Winds

Company News

METALS—Arthur G. McKee & Co., of Cleveland has been awarded a contract by Comercio de Minerios S.A., Santana, Brazil, in which Bethlehem Steel Corp., New York, holds a 49% interest. The $5 million contract for construction of the first plant to produce manganese ore pellets includes engineering, purchasing and construction supervision. The plant, now being constructed, will take approximately two years to build and will have a capacity of 235,000 tons of pellets annually

MATERIALS HANDLING EQUIPMENT—Eaton, Yale & Towne Inc. of Cleveland has formed a regional organization in Europe to manufacture and market materials handling equipment. Industrial trucks, construction equipment and hoisting equipment production will be directed from EYT GmbH, Velbert, Germany, while marketing will be carried out through EYT's office in Zug, Switzerland.

FILM PROCESSING—Permafilm Inc., New York, granted a franchise to the financial group headed by the Lunkad interests, which owns a large film distribution company in India, creating Permafilm of India Pvt. Ltd. New facilities to house the operation are now under construction and approval of Indian authorities has been granted for an additional installation in Madras. The group forming Permafilm of India has other interests there including textile mills, autoparts factories and powdered metal plants.

INDUSTRIAL EQUIPMENT—Eriez Magnetics, Erie, Pa., has contracted with three Japanese firms to organize Eriez Japan Co., Ltd., a joint venture which will produce and market the complete line of Eriez Magnetics equipment for material handling procedures such as material movement, separation and purification. Holding 35% of the equity capital, Eriez will be the principal stockholder. Mitsubishi Steel Mfg., Japan Special Steel and Taiko Trading Co. have joined in this venture approved by the Japanese government and headquartered in Tokyo. Initially, the new company will serve Japan and Okinawa and will concentrate on permanent and electromagnetic separation equipment and handling equipment. Eriez Japan will be the parent company's first Asian investment, although other manufacturing and sales facilities are located throughout the world.

Newsletter

Eighteen buyers and officials from enterprises on all the continents outside N. America were listed as visitors in the Trade Opportunities section of last week's magazine. They are interested in everything from nuclear power to home appliances, high-rise apartment construction and direct mail advertising. Announcements of such visits, which can lead to sales and profitable ventures by U.S. firms, are published week-by-week in the Trade Opportunities pages.

A significant increase in sales of U.S. products has followed a 1968 America Weeks promotion staged by a major London department store in conjunction with Commerce's Office of International Trade Promotion. Harrods sold $2,400,000 in U.S. goods in the year following the America Weeks event, a 55% increase over the previous year's total. Of the 184 new items from the U.S. introduced to Harrods' customers during the promotion, 32 were reordered in the following 12 months.

"There is no doubt it has stimulated interest which will favorably affect sales," reported the Japanese representative of the Burlington Worsteds division of Burlington Industries after showing men's and ladies' wear and draperies to about 500 trade visitors at the Tokyo U.S. Trade Center. This between-shows use of the Trade Center's second floor exhibition area is encouraging Burlington Worsteds to expand its sales exposure in other overseas markets.

The same brand of enthusiasm was shown by Stanley Turkus, vice-president and director of sales for Lectrokem, after using the Tokyo Center's first floor exhibition area in August to show chemicals and equipment for printed circuitry. The Long Beach, Calif., executive was pleased that his Tokyo agent brought in 240 quality customers from the Japanese electronics industry for a three-day single-company event.

International trade and worldwide assistance for the economies of the developing nations will be keynotes of discussions by lawyers and judges from 100 countries next week. This will occur at the Fourth World Conference on World Peace Through Law at Bangkok, Thailand. The legal specialists will turn attention to better methods of commercial arbitration, new concepts of patent rights, updating of tax laws, adjustment of commercial law to special needs of the developing countries, and removal of travel, trade and investment barriers.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

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Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on June 17, 1966.

in this issue

Periodic reports to INTERNATIONAL COMMERCE readers from Washington and from U.S. posts around the world are featured in this week's issue. The quarterly report on U.S. trade was prepared in the International Trade Analysis Division of Commerce Department's Bureau of International Commerce. The Economic Trends report from the U.S. Embassy in Wellington, New Zealand, is one of a series prepared by Commercial Officers overseas.

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U.S. Trade Sluggish During 1969's First Half 2
Dock strike played big role in keeping shipments at about July-December 1968 level; trade surplus dipped sharply

Twenty-five U.S. Overseas Promotions Still Open 8
Sales opportunities in seven U.S. exhibitions at commercial fairs and 18 shows at U.S. Trade Centers overseas offered before next June

Graphic Arts Show Draws Tokyo Buyers 15
More than 2,500 turned out for exhibit at U.S. Trade Center; four agents signed; $3.1 million in orders expected in next year

New Zealand Shakes Off Two-Year Slump 18
Imports and exports at record level as U.S., several other nations strive to replace U.K. as its trade role slips

Venezuela's Economic Growth Slows Down 21
Nation remains a good place for U.S. trade and investment, despite moderate cooling off after recent 5% real growth rate

Guyana in Fifth Year of Steady Growth 24
Gross domestic product has expanded by 50% in past five years; U.S. exporters are finding a wide range of marketing opportunities

MISCELLANEOUS—Mario DeCapua to head Frankfurt Trade Center 6
U.S. July trade in surplus by $105.2 million, Chartener reports 6
Trade mission to Far East spurring interest in North Carolina agribusiness 7
AID, private group team up to boost agribusiness in developing lands 7
TRADE FAIRS AND CENTERS—Japanese cryogenic market to be tapped 16
Bangkok, Stockholm Centers to feature anti-pollution, water treatment items 17
FOREIGN GOVT. ACTIONS—Indonesian entrepot improves trade picture 26
Zambia nationalizes two leading copper mining firms; one is U.S.-owned 27
Canada's mid-year survey of capital spending hikes 1969 estimates 28
Asian Development Bank announces series of economic development surveys 28
INVESTMENT, LICENSING OPPORTUNITIES—U.S. firms offered varied licenses 29
Government of Ceylon seeks investors to establish a sugar industry 30
WORLD TRADE OPPORTUNITIES—Malaysia issues tender for TV equipment 35
NEW BOOKS AND REPORTS—Survey studies post-Kennedy Round outlook 36

FIRST HALF 1969

U.S. trade is sluggish

Dock strike plays big role in weak performance; trade surplus falls sharply

U.S. foreign trade in the first six months of 1969 held close to the levels of the preceding half year. This leveling was attributable principally to the disruption of shipping caused by the prolonged dockstrike at Atlantic and Gulf Coast ports early this year.

Exports were running at a seasonally adjusted annual rate of $34.9 billion (excluding military grant-aid) and imports at $34.6 billion. The merchandise trade surplus declined to a yearly rate of $301 million.

Following strong half-yearly increases in 1968—6% in the first half and 7% in the second—exports dropped slightly in January-June. Imports continued to advance, but only by about 1%. This increase was far below the unusually large jump of 16% in the first half of 1968 and a more subdued, but still sizable, rise of 7% in July-December. The expansion in U.S. foreign purchases this year was restrained by the absence of strike-related inventory building which was an important factor last year.

The extended closure of ports severely depressed U.S. trade. First, the complete shutdown of vessel trade at the affected ports caused permanent losses. While the value of these losses cannot be estimated with precision, it is certain that they were substantial, particularly on the export side where substitution for some agricultural products could be accomplished easily. Secondly, the prospect of an interruption in shipping operations caused an acceleration in trade during the last half of 1968. Thus, some deliveries that would have been made this year shifted to the closing months of 1968.

Nonfarm exports gain

All of the expansion in U.S. exports thus far in 1969, as in the two preceding years, has stemmed from larger shipments of manufactured and other non-agricultural goods. This continued rise boosted non-farm shipments to a seasonally adjusted total of $14.7 billion in the first six months, about 2% above the July-Dec. 1968 level and 11% over the first half of last year. Contributing importantly to the increase were military export sales which climbed to around $600 million.

Continued expansion of machinery sales and another sizable gain in deliveries of transport equipment sustained most of the expansion in exports of non-farm goods over the final half of last year. Export gains in electrical machinery were particularly noteworthy. Electronic components, radio and TV apparatus, and various instruments recorded substantial sales gains. Larger consignments for assembly at affiliated companies in Hong Kong, Singapore, and Korea accounted for much of the sizable advance in component exports. Greater sales of navigational aids to Canada and the United Kingdom and search and detection devices to the U.K. and Italy contributed heavily to the increase.

Gains in nonelectric machinery shipments over the final six months of 1968 were minor, following a substantial jump from the first to second half of last year. There were small increases in sales of engines and parts, pumps, and materials handling equipment and a sizable advance in shipments of computers and other office machines. Industrialized markets accounted for most of the increase in American sales of assembled computer units. U.S.-affiliated companies in Mexico, Korea, and Hong Kong took significantly greater deliveries of parts, mainly for assembly of machines for the American market. Exports of materials handling equipment picked up mainly because of larger sales to Canada. Demand for oilfield pumps and parts in a number of oil-producing countries spurred shipments of these products.

Rise in machinery orders

Reflecting the surge in investment spending abroad, especially in Western Europe and Canada, new export orders for machinery received by U.S. manufacturers continued to increase vigorously in the first half. New orders moved 11% above their level of last July-December; this repeated the fast rate of gain recorded in the final half. The high level of these bookings suggests that machinery exports will continue to show strong gains in the months ahead. The ratio of unfilled orders to shipments, a rough measure of backlog, has not changed significantly from a year ago, indicating that deliveries have generally kept pace with new business.

Automotive exports rise

Deliveries of transport equipment were little affected by the dockstrike since most of these exports consist of overland shipments of automotive products to Canada and aircraft flown under their own power to foreign destinations. At $1.4 billion, automotive exports to Canada were 11% above the preceding half on a seasonally adjusted basis. The increase in shipments of parts was spurred to a large extent by Canadian assembly of a new subcompact car this year.

Shipments of trucks and chassis increased strongly over both the first and second halves, reflecting expanding Canadian demand for heavy-duty vehicles and trucks used for campers. Shipments of new cars to Canada were sluggish despite the buoyant market there. The slow pace reflected the impact of production strikes at several U.S. plants this spring.

After a sharp advance in the first half of 1968, deliveries of civilian aircraft dropped off a little in the second half, then picked up somewhat through June. In addition to overcapacity problems, foreign airlines are phasing out their purchases of current types of jetcraft and awaiting deliveries of the larger third generation jetliners. Larger exports of used aircraft from the leasing by Japan of several medium-range transports for terms of more than a year—which are recorded as exports—and sales of used long-range cargo carriers to Ireland, helped sustain the high level of shipments.

An unusually strong increase was noted in shipments of military aircraft beginning in the final half of last year. Through June, these deliveries climbed to a level nearly three times that recorded a year earlier.

The longshoremen's walkout had especially adverse effects on shipments of chemicals, about three-fourths of which

are moved by vessel, and mostly through East and Gulf Coast ports. Despite a strong recovery after the resumption of port activities, loadings of these products through June fell to $1.6 billion, well below their July-December value. At this level they were only fractionally above the comparable period a year ago. Exports of nuclear materials and drugs moved at higher rates than in the preceding half year, but shipments of plastics and manufactured fertilizers dropped, the latter by more than a third due to lower AID-financed exports to Asia and Latin America.

Steel shipments up

Buoyant foreign demand and reduced export competition because of high domestic consumption in several major producing countries, helped boost shipments of iron and steel-mill products to $371 million. This was a gain of $40 million over the preceding half, and $120 million above the first six months of last year when export availabilities were limited by the threat of a strike. Deliveries to Canada, Latin America, and Western Europe were especially expansive. Shipments of iron and steel scrap were slightly lower than in July-December 1968, though far above the first half of that year.

Exports of copper also dropped after a strong recovery in the final half of 1968, following the strike which had limited export growth earlier in the year. Shipments of aluminum continued upward, sparked mainly by larger sales of ingots, plates, and sheets to industrialized nations.

Deliveries of coal were unaffected by the strike and have increased sharply this year. They accelerated by one-fifth over the same period of 1968, the strongest gain since 1963. Most of the rise through June stemmed from larger sales to Japan to meet the growing requirements of that country's steel industry and electric utilities.

Also contributing to the expansion in non-farm exports over the final half of 1968 were significant increases in sales of professional and controlling instruments, recording devices, clothing, and military equipment. In the former category, shipments of medical and dental instruments and laboratory apparatus scored prominent gains.

In contrast to these sizable gains, shipments of logs were unchanged and loadings of copper ores and scrap fell. The leveling in log exports, in contrast to rapid annual increases in recent years, reflected voluntary import curbs by Japan —our major customer—and limits on exports from federal lands that went into effect this year. The continued drop in shipments of copper ores and scrap was expected, since exports were inflated early last year by relaxed export restrictions to allow foreign processing during the copper strike.

U.S. exports of selected commodities

by half-years, 1968-69

Commodity	1968		1969
	Jan.-June	July-Dec.	Jan.-June
	Millions of dollars		
Nonagricultural products, total	**13,658**	**14,314**	**15,148**
Engines, turbines, and parts	536	524	557
Agricultural machinery; tractors; parts	438	435	473
Computers and parts	219	268	318
Materials handling equipment	222	240	247
Air conditioning, refrigerating equipment	182	145	189
Construction and maintenance equipment	168	187	178
Metalworking machinery	185	149	161
Telecommunication apparatus	263	272	303
Electric power machinery	259	273	282
New motor vehicles	762	703	832
Automotive parts	749	781	888
Civilian aircraft	725	681	701
Military aircraft	115	293	334
Aircraft parts and accessories	263	236	258
Chemical elements and compounds	608	633	638
Plastic materials and resins	274	316	277
Medicinals and pharmaceuticals	153	161	176
Fuels	495	561	524
Nonferrous metals	380	484	399
Pulp; paper and manufactures	389	433	408
Iron and steel-mill products	251	331	371
Professional and controlling instruments	236	234	274
Agricultural products, total	**3,119**	**3,108**	**2,632**
Wheat	556	437	351
Soybeans	354	456	328
Corn	361	373	259
Tobacco, unmanufactured	209	315	192
Cotton	288	171	157

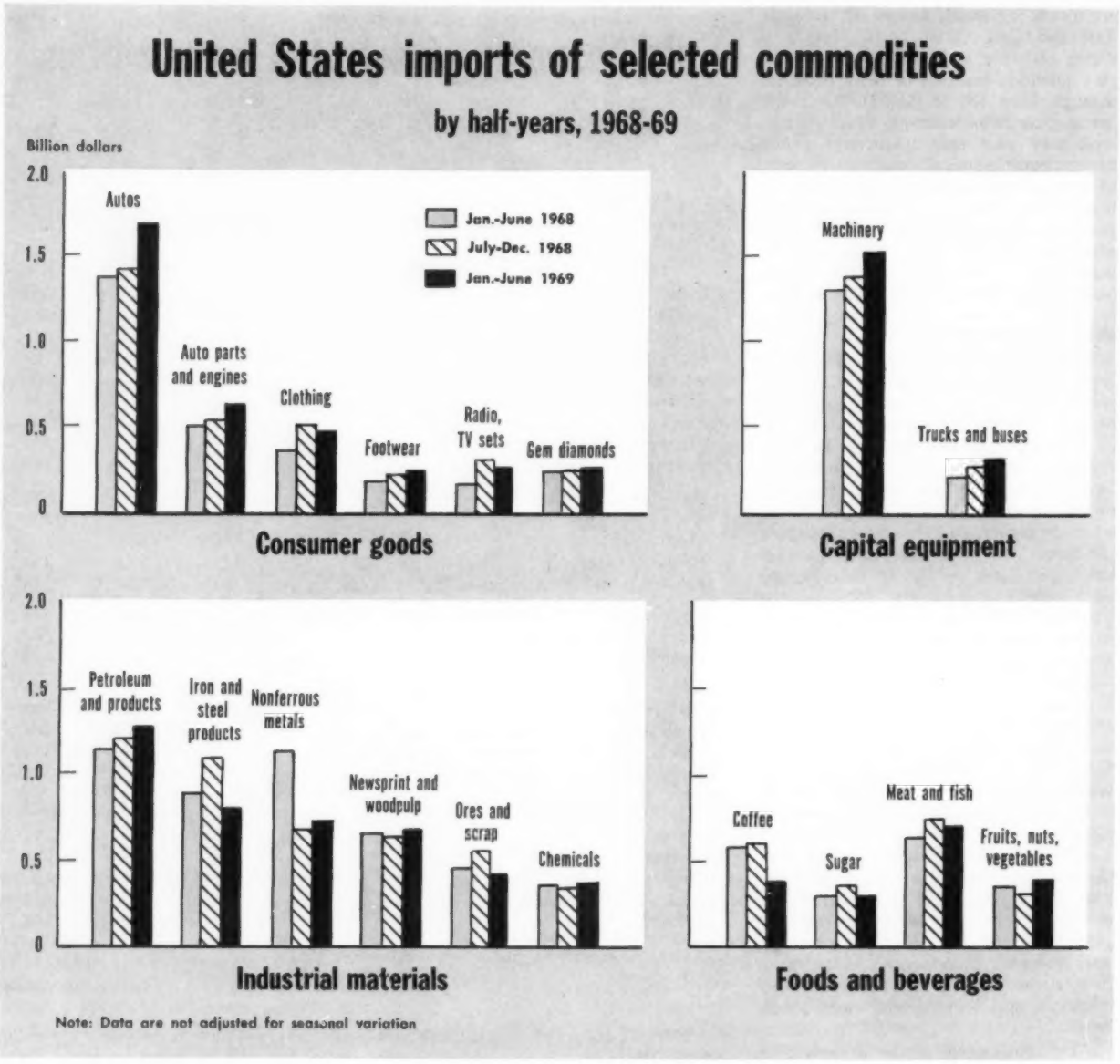
Note: Data are not adjusted for seasonal variation.

Farm exports decline

Following a small decline in the final half of 1968, exports of agricultural commodities fell sharply this year. At $2.7 billion in January-June, these exports were one-eighth below the level of the final half. In addition to permanent losses incurred during the dock strike, farm exports were depressed by reduced demand abroad.

Wheat exports continued to reflect the oversupply situation resulting from rising world production. Supplies increased significantly, not only in the major exporting areas, but also in countries which have for many years relied on imports to supplement their domestic production, notably India and Pakistan. Reduced PL-480 shipments to these countries and Brazil, in addition to lower commercial exports to Japan, were responsible for the major portion of the decline in exports of this commodity. The wheat surplus was also a major factor in the contraction of corn exports to Western Europe and Japan where less-expensive denaturized wheat is increasingly being used as animal feed.

Grain sorghum shipments plummeted as a result of lower commercial shipments to Japan—which purchased more of the lower-priced Argentine grain—and a reduction in PL-480 shipments to India;



cotton exports fell off by over $100 million in the last half, then dropped further this year because of the closure of key ports and weaker import demand in Asia. Substantial carryover stocks in Japan purchased in anticipation of the U.S. dock strike, coupled with a corresponding price decline due to oversupply conditions, resulted in a drop in exports of soybeans.

Consumer imports set pace

Stimulated by continued buoyancy in consumer spending, consumer goods remained the most expansive import. At $5.3 billion, seasonally adjusted, these purchases exceeded the preceding half year by nearly 9%, but this rise was substantially less than that in the two previous six-month periods. The advance of $422 million was more than double the net increase in all imports. If car imports from Canada were excluded, the growth in consumer goods would be 4%. With this exclusion, these products accounted for 4.2% of U.S. personal expenditures for goods in the first half compared with 3.9% in 1968.

As in 1968, arrivals of automotive products from Canada led the advance. A substantial part of this increase consisted of deliveries of a new subcompact model introduced earlier this year by a major U.S. manufacturer for which a large proportion of parts had been shipped from this country. The share of Canadian car output shipped to the U.S. market has risen in the last few years as production in Canadian plants has expanded rapidly. From only 5% in 1965, the first year of the automotive agreement, the ratio climbed to 56% in 1968 and reached 60% in the first half of this year.

The inflow of foreign-make autos from Western Europe and Japan declined slightly on a seasonally adjusted basis following last year's 63% expansion. Arrivals from West Germany, the major supplier, dropped from their record 1968

value. In contrast, Japanese cars, relatively new to the U.S. market, continued to arrive in increasing numbers. Their share of foreign car imports rose to 18% in the first six months compared to only 4% in 1965. Through June, imported autos from all non-Canadian sources accounted for 10% of U.S. car sales.

Purchases of clothing rose by more than one-third over the first half of 1968, though they were seasonally lower than in July-December. Most of the increase over a year ago came from Japan and the developing countries of Southeast Asia. Footwear imports, particularly leather shoes from Italy and Spain, continued to climb sharply. The rise in deliveries was made possible, in part, by a substantial shift to air transportation. In January-June, 35% of footwear imports arrived by air compared with 21% last year.

Purchases of radios and TV sets, fell back in value from their seasonally high second half level but were strongly above the comparable period of last year. A gradual shift of assembly operations to plants abroad has been the major factor in the growth of these imports in recent years. Radio imports have expanded to the point where they exceed domestic production. Foreign-made TV sets account for more than a fifth of the U.S. supply.

Capital equipment imports rise

Spurred by a strong rise in U.S. investment expenditures, imports of capital equipment rose to a seasonally adjusted total of $1.9 billion, one-fifth higher than in the same period last year and 8% above July-December. Foreign capital equipment, excluding imports of trucks from U.S. subsidiaries in Canada, accounted for 5% of U.S. spending on producers' durables this year.

Purchases of machinery, comprising about four-fifths of total capital goods imports, expanded by 10% over the preceding half. This rise was spearheaded by strong increases in arrivals of office machinery, particularly parts for assembly here, and telecommunications equipment from Canada. Other items showing advances included construction machinery, heating and cooling equipment, and professional and scientific instruments.

Imports of trucks from Canada rose sharply in the final half of 1968 and continued upward in value this year, reflecting the buoyancy of U.S. demand and the continued production rise in that country.

In contrast to the 44% advance last year, the inflow of civilian aircraft and parts leveled off.

After an exceptionally strong rise in the first half of 1968, imports of industrial supplies leveled off in the second half, and then turned downward slightly this year. A major factor in this reduction was the absence of strike-related purchases of certain metals which swelled entries last year, especially in the first six months.

Copper arrivals dropped in the final six months of 1968 by three-fifths from abnormally high levels recorded in the first half. Receipts had been boosted by shortages in this country, stemming from the 8½-month strike in the copper industry that had begun in mid-1967. Imports this year were unchanged from July-December totals.

Imports of steel declined considerably from their 1968 level which was inflated by purchases made in anticipation of a July 30 industry-wide work stoppage that did not materialize. Contributing to the fall-off in imports was the voluntary limitation of steel shipments by the EEC and Japan. In addition, booming foreign steel demand, particularly in Europe, reduced export availabilities in several major producing countries.

Iron ore imports fell seasonally in the first half, as usual, but they were 30% below January-June 1968 as a result of a strike at two large Canadian mines. Canada normally supplies about two-thirds of U.S. requirements, while most of the remainder comes from Latin America.

Purchases of industrial and agricultural chemicals rose only fractionally over the two preceding half years.

Petroleum imports continued to rise; a 12% increase over the first half of last year was recorded, largely reflecting greater receipts of crude oil arriving exquota from Canada by pipeline. Substantial advances were also noted in deliveries from Libya and Indonesia. Purchases of lumber, chiefly from Canada, which increased strongly from the first to second halves of last year continued to grow in 1969. Shortages of logs in this country and the high level of housing starts early in the year were important factors in this advance.

Following a large increase in the second half of last year, imports of foods and beverages fell to $2.5 billion in January-June on a seasonally adjusted basis. This was 8% below the level recorded in the preceding half year. The most important factor in this development was a huge decline in coffee deliveries. U.S. importers stepped up purchases last year in order to build up adequate stocks in the event of a dockstrike.

Trade with Canada up

U.S. trade with Canada continued to increase in the first half. The longshoremen's strike had little effect on the movements of goods since waterborne traffic accounts for only a small portion of this trade. Stepped-up movements through West Coast ports and larger air cargo volume sustained trade with Japan. The exchange of goods with Western Europe, in contrast, was seriously impaired by the shipping tie-up which caused both exports and imports to decline following sizable increases in the final half of last year—no doubt partly in anticipation of the strike.

Trade with the Latin American Republics and the Near East which advanced in the second half of 1968, dropped back this year. U.S. exports to East and South Asia continued to decline from record levels in the first half of 1968. Imports from developing Asia, in contrast, followed last year's trend and continued strongly upward, unhampered by the East Coast and Gulf port closures.

Prices for U.S. exports, as measured by the unit value index, advanced more rapidly in the first six months than in either of the two preceding half-year periods. Through June, they were about 2½% above their average 1968 level;

U.S. trade surplus contracts in first half '69

	1968		1969
	Jan.-June	July-Dec.	Jan.-June
	Millions of dollars at seasonally adjusted annual rates		
Exports	32,986	35,199	34,891
Imports	32,035	34,148	34,590
Trade surplus	+951	+1,051	+301
Exports as percentage of GNP	3.9	3.9	3.8
Imports as percentage of GNP	3.8	3.9	3.8

most of the upward pressure reflected a strong rise in prices for finished manufactures—especially machinery—which account for nearly two-thirds of total exports. Firmer prices for crude materials and foods also added to the accelerated increase. The only category of exports for which prices declined was semimanufactured goods.

In January-June, prices for imported goods exceeded their average 1968 level by 1.7%. This rise stemmed from substantially faster increases than last year in prices for crude materials, semimanufactures, and foodstuffs. Unit values for finished goods, the largest category of imports, were only marginally higher following a sizable advance in 1968.

This article was prepared by the International Trade Analysis Division of the Commerce Department's Bureau of International Commerce.

July trade figures

A July trade surplus of $105.2 million, seasonally adjusted, was reported last week by the Census Bureau. This holds to about the monthly levels of 1968, but falls considerably below monthly surpluses of $300 to $400 million common to the early 1960's.

In releasing the July figures, William H. Chartener, resigning Assistant Secretary of Commerce for Economic Affairs, noted:

"The July trade figures are the first monthly totals this year to be essentially free of strike distortions. Estimates by the Office of Business Economics suggest that the merchandise trade balance was affected adversely by about $400 million during the first six months of 1969 because of the port shutdown.

"Looking ahead to the last five months of this year, it now seems unlikely that the trade situation for 1969 will show any significant improvement over 1968."

Chartener resigned as Asst. Secretary on Aug. 31 to rejoin the New York firm of Goldman, Sachs.

U.S. merchandise exports in July, excluding military shipments, totaled $3,171.5 million, seasonally adjusted, and general imports were at $3,066.3 million. For exports, this was 1% below June, but 11% above July 1968; for imports, it was about 4% below June, but 12% above July 1968.

Mario R. De Capua heads Frankfurt U.S. Trade Center

Mario R. De Capua has been appointed director of the U.S. Trade Center in Frankfurt. He had served there as a Show Promotion Officer from 1964, and was named Deputy Director of the Center in 1966.

DE CAPUA

De Capua worked in Washington with the U.S. Department of Commerce from 1962 to 1964, primarily with the Office of International Investment.

In July 1952, he had joined the Foreign Service of the Department of State and prior to 1962 his assignments included: Security Attache, U.S. Embassy, Pusan, Korea; Regional Security Headquarters, U.S. Embassy, Manila; Political-Military Affairs Section, Paris; Commercial Section, U.S. Embassy, Paris; and head of the State Department's Office of Security's Training Division, Washington.

De Capua received a degree in Business Administration from Miami University, Oxford, Ohio, in 1948. He attended Nebraska University in 1943, for the study of German while serving in the U.S. Army. He was chief of security operations for the Displaced Persons Commission in Europe from 1948 to 1952.

IIE to examine U.S. firms' part in 'learning gap'

How free enterprise can help in closing what is called "the worldwide learning gap" will be examined at the 50th Anniversary Conference of the Institute of International Education, scheduled for Oct. 29-31 in San Francisco. IIE's west coast regional office is sponsoring the event.

The program will also include: the role of free enterprise in helping meet educational priorities in developing nations; joint venture opportunities for business and government in international education; business and government cooperation in human resource development through education; steps toward effective free enterprise involvement in international education; and the results from private enterprise investment in international education.

Panels and speakers will be drawn from business, education, government and international organizations. For additional information **write:** Institute of International Education, 291 Geary St., San Francisco, Calif. 94102.

World trade course being offered by IEA

The International Executives Association will offer a course in international trade in New York from Oct. 6 through Nov. 24 in eight consecutive weekly sessions.

Speakers include three international trade experts from the New York Field Office of the U.S. Department of Commerce. They are: Manuel Abete, Latin American specialist; Lucy C. Giordano, chief, export control section; and Charles Kichler, international trade specialist. Stanley Hollis, consultant-editor, *FCIA News*, and 15 other trade experts will also speak.

The course will cover the gold standard and the dollar, changes the 70's are bringing, international selling in developed market areas, how to foster better trading relationships in new and developing markets, overseas travel or residence, and export financing.

The Monday evening sessions will be held in the Chemists' Club, 52 East 41st St., New York City. **Contact:** International Executives Assn., Inc., 432 Park Ave. South, New York, N.Y. 10016.

Italy alters textile tax

Italian Decree-Law No. 319 changes the tax treatment of certain textiles. The effective date of this law was July 3. The law also affects imported textile products since imports are subject to an equalization tax.

More detailed information, including the Italian text, is available from the European Division, OIRE/BIC-888, U.S. Department of Commerce, Washington, D.C. 20230.

Mission in Far East spurs North Carolina products and ports

Agribusiness group operating in Sydney, four other cities

Another industry-organized Government-approved trade mission has gone abroad to promote its State's products: The North Carolina Agribusiness Trade Mission is at work spurring exports in Australia and the Far East.

The group, organized by the State's Department of Conservation and Development, began its business tour in Sydney Aug. 24 and after spending several days each in Melbourne, Hong Kong, and Taipei, will wind up its operations in Tokyo Sept. 11. It is the fourth IOGA mission organized by North Carolina.

Among the products of the firms represented are poultry, tobacco, breeding livestock, feed, seeds, fertilizer, grains, soybeans, canned vegetables; airframes, engines; machinery for the brick and ceramic industry; and buffing and polishing wheels.

Led by the State's Export Development Coordinator, Ronald E. McCowen, the mission is interested in receiving inquiries about products in addition to those of the firms represented, and also in industrial development.

E. E. Lee, Jr., Director of Commerce for the State Ports Authority, is conferring with steamship agents, freight forwarders, and port officials, promoting North Carolina's ports.

Other participants (in Raleigh unless otherwise indicated) are Robert E. Leak, Division of Commerce and Industry, N.C. Department of Conservation and Development; James A. Graham, Commissioner, and Eugene E. Carroll, Jr., Foreign Trade Coordinator, North Carolina Department of Agriculture; Adrian L. Shuford, Jr., Jackson Buff Corp., Conover; A. J. Haynes, Farmers Cooperative Exchange, Inc.; Albert Adams, Charlotte Aircraft Corp., Charlotte; A. B. Brannock, A. B. Brannock, Ltd.; F. B. Fishburne, Sr., Fishburne Equipment Co., Inc., Arden; and L. R. Clark, American Import-Export and Storage Corp., Wendell.

North Carolina's first trade mission went to Paris, Rome, Geneva, Frankfurt, Amsterdam, London and Stockholm in the fall of 1966. In Stockholm, the State group sponsored an exhibition at the U.S. Trade Center—displaying wearing apparel and household textiles from 20 North Carolina manufacturers.

The second mission went to Venezuela, Chile, Peru, and Brazil in the fall of 1967, and the third to Canada in May of this year.

Incentives benefit foreign investment in West Berlin

A number of tax and other financial benefits for West Berlin have been provided for by recent Federal German laws. The main purpose of these benefits is to promote the economic expansion of Berlin, Germany's largest industrial city, and to attract new investment capital.

The preferences and privileges are available to all business firms operating in West Berlin, including subsidiaries of U.S. companies. For example, firms engaged in manufacturing in Berlin receive a 4.2% turnover tax reduction granted on goods or components made in West Berlin and shipped to consignees in the Federal Republic, and a similar tax reduction is granted to West German buyers of Berlin products, a total bonus amounting to 8.4% of the net value of these supplies.

A summary of these benefits as well as a catalog of the particular types of investment desired in West Berlin (in English) has been published by the West Berlin Senator for Economics. A copy is available from the European Division, Office of International Regional Economics, U.S. Department of Commerce, Washington, D.C. 20230.

Nigeria speeds up visa approvals for businessmen

As a result of a recent decree by the Government of Nigeria, businessmen desiring to enter that country should be able to obtain visas more easily and with less administrative delay. The new decree (Immigration Decree no. 33 of 1969) provides that visa applications for persons seeking entry for business reasons "with known business connections in Nigeria" need no longer be referred to Lagos for approval. Visas may now be confirmed by a Nigerian Mission abroad, provided the businessman satisfies the Chief of Mission that entry is "essential and necessary to the business concerned."

The decree should significantly reduce the two-month-plus confirmation delays frequently associated with visa issuance in the past.

AID, private group team up to back agribusiness surveys

Faster, more efficient movement of food from farmer to consumer in developing countries is the aim of an agreement announced by the Agency for International Development and the Agribusiness Council, Inc.

The agreement is the first under which AID has entered into a cost-sharing arrangement with a private organization to administer government-supported incentive programs for U.S. private investment in developing countries.

Under the agreement, the Council will administer AID incentive grants to U.S. agribusiness corporations to explore opportunities in developing countries. Ventures to be explored will include investments of their capital, technology and management skills in food processing, storage, distribution and marketing of agricultural and marine food resources.

The agreement does not cover surveys of potential investments in farming, nor inputs such as seeds, chemicals, machinery and equipment.

Offers financial help

Under the agreement, the Agribusiness Council will offer a limited number of qualified firms financial assistance in conducting "reconnaissance" surveys by senior executives of the prospective investing corporations. Where follow-ups are warranted, the Council will help support more formal project feasibility surveys.

AID and the Agribusiness Council estimate that 15 reconnaissance surveys may be made during each of the first two years of the three-year contract, and 20 during the third year, resulting in an estimated 25 formal feasibility studies over the three-year period.

When studies result in profitable investment, the grants will be repayable by the corporations. If no investment results, repayment is not required, but survey reports will be shared with other interested companies.

The Agribusiness Council was incorporated in 1967 under the leadership of its present chairman, H. J. Heinz II, Chairman of the Board of the H. J. Heinz Company, and a group of leading representatives of the business, academic and foundation communities. President of the privately supported Council is George L. Mehren, former Assistant Secretary of Agriculture.

EXHIBITIONS, TRADE CENTERS, TRADE MISSIONS

United States overseas

Entering exporting for the first time or seeking to expand overseas markets, U.S. firms interested in foreign promotions may find assistance in the columns below listing details of future U.S. overseas activities.

Sales opportunities in seven U.S. exhibitions at commercial trade fairs around the world and 18 shows at the seven U.S. Trade Centers are being offered to present and potential U.S. exporters between now and June 22, 1970. The shows and commercial fairs are planned after market research indicates a demand for a particular category of products.

Currently, 18 upcoming fairs and Trade Center exhibitions are completely sold out.

Other opportunities of interest are trade missions, America Weeks promotions, the Sample Display Service, and Mobile Trade Fairs. The last three are more fully described in a special notice accompanying this list.

Of the 25 events for which the Bureau of International Commerce is now seeking exhibitors, Germany will host seven, the United Kingdom six, Japan three, France, Italy and Sweden two each, and Spain and Thailand one each. The Rhine River Solo Exhibition in October will include stops in both Germany and the Netherlands; this will be the first float- open Nov. 17 with a laser equipment exhibition.

Each Trade Center exhibition is limited to one particular line of products. Centers are located in London, Bangkok, Milan, Frankfurt, Stockholm, Tokyo, and Paris. The Paris Trade Center is scheduled to open Nov. 17 with a laser exhibition.

For further information on the Trade Center shows described in this listing, or for more facts on U.S. exhibitions at overseas trade fairs, **write:** Commercial Exhibits Program, BIC-932, U.S. Dept. of Commerce, Washington, D.C. 20230.

Trade missions are groups of U.S. businessmen organized to travel abroad to promote the export of U.S. goods and services manufactured by their particular industry. Some are organized and financed by the U.S. Government, while others are originated and paid for by various U.S. industries, with Government approval and assistance. **Write:** Trade Missions Division, BIC-926, U.S. Department of Commerce, Washington, D.C. 20230.

The following calendar of upcoming American trade promotion activities is based on the latest data available. It appears regularly in the first issue of INTERNATIONAL COMMERCE each month.

INDUSTRIAL PROCESS CONTROLS. Germany and the Netherlands. $350 million! That's the forecast of the size of the 1969 market for industrial process controls and computers in Germany and the Netherlands, and the outlook is for an absolute minimum growth of 10% annually for the next five years. An acute shortage of skilled labor and international competition have combined to create a receptive market in both Germany and Holland for U.S. products in the process control fields. To assist U.S. firms to exploit this sales opportunity, the Commercial Exhibitions Program will sponsor a unique floating exhibition, incorporating the K.D. Lines' ships, the M.S. Loreley, and M.S. Europa. Exhibition stops will be made in Germany at Cologne, Karlsruhe, Wiesbaden (Frankfurt area), and Duisburg (head of Ruhr Valley area), and in the Netherlands at Rotterdam. For complete details on this unique Rhine Solo Exhibition, phone Area Code 202, 967-3088. **U.S. Solo Exhibition, Rhine River, Germany and the Netherlands. Oct. 13-25.**

PLASTICS EQUIPMENT. Germany. The German economy, currently one of the strongest in Europe, is in a period of brisk expansion. The German plastics industry is booming, opening select opportunities for sales and licensing of U.S. plastics material, instrumentation and equipment. U.S. exports of plastic materials, machinery and special equipment amounted to $33.7 million in 1968. Sales of special equipment and instrumentation imported from the U.S. are expected to grow at twice the average annual growth rate of 12% for the German plastics industry. For further market information and details on how to increase your sales through this exhibit, call Area Code 202, 967-2425. **Frankfurt Trade Center. Nov. 10-14.**

AEROSPACE EQUIPMENT, SUPPLIES. Japan. Continued expansion of Japan's aerospace industry, air fleet and airport facilities has created a growing market for U.S. aerospace equipment and supplies. A total of 156 aircraft are usually purchased per year in Japan, worth approximately $166 million. Of this, 47 aircraft worth about $88 million, are purchased from the U.S., and the remainder is primarily from domestic production. In addition, an annual average of $177 million is spent on aircraft engines, parts and equipment, with about $77 million of this in U.S. imports. A new international airport near Tokyo is now under construction, scheduled for completion in 1971, at a cost of $344 million. In addition, $300 million has been budgeted for enlarging and expanding facilities of 46 other airports by 1973. U.S. products are preferred because the Japanese aerospace industry and the Self Defense Agency are oriented to the use of U.S. equipment and tend to regard the quality of American products as good. For detailed market information, call Area Code 202, 967-5286. **Tokyo Trade Center. Nov. 17-22.**

GEOPHYSICAL EQUIPMENT. Germany. Germany and surrounding European countries offer excellent sales opportunities for U.S. manufacturers of sophisticated geophysical equipment. Their participation in a growing number of international geophysical research programs requires the application of the most advanced methods and equipment. While German researchers have long had a local supply of excellent precision mechanical equipment, they look to the U.S. sources of supply for advanced electronic equipment. This Trade Center exhibition will feature advanced equipment of U.S. manufacturers in the fields of earth sciences, meteorology,

promotions scheduled

and oceanography. Plan now to investigate this market further by exhibiting. For detailed market and participation information, call Area Code 202, 967-4162. **Frankfurt Trade Center. Dec. 1-5.**

METALLURGY '70. United Kingdom. The U.K. Government is planning massive investments in the public sector of the steel industry to modernize equipment and facilities to improve the industry's competitive position in world markets. Special loans are to be made to the private sector of the aluminum industry in order to establish a primary production capability to meet the major share of U.K. consumption needs in this metal. Since only 10% of aluminum consumed is now produced in the U.K., substantial investments in machinery and equipment will be needed to reach this goal. Imports by the U.K. of nonferrous metals total over $1 billion annually. The U.K. production capacity for all metals is insufficient to meet their annual consumption. The powder metal industry is running at a $36 million pace with 80% of all powder metals being imported. By 1975, consumption of powder metals is expected to reach $134 million. The exhibition will feature the product categories of automation instrumentation and controls, physical test equipment, specialty metals and alloys, and powder metallurgy materials and equipment. For complete details, telephone Area Code 202, 967-3838. **London Trade Center. Dec. 8-12.**

DATA TRANSMISSION FACILITIES. United Kingdom. Great Britain and the U.S. are the largest and fastest growing markets for data transmission facilities. In Britain and in the U.S., it is predicted that by 1975, data communication from computers will exceed voice communication. To meet the demand for advanced U.S. data transmission facilities, the annual January computer exhibition will feature input-output terminals, modems and other interface connectors with transmission lines and computers. Target audiences for the U.K. exhibition promotion campaign will include computer service bureaus, computer and peripheral equipment manufacturers, current users of large digital computer systems, the National Data Processing Service (GPO), banks, aircraft manufacturers and operators, petroleum, petrochemical and chemical firms, auto manufacturers, other businesses with numerous branches, locations or distribution points, and universities, research and government bodies. For complete details, telephone Area Code 202, 967-4653. **London Trade Center. Jan. 12-16, 1970.**

ELECTRONICS PRODUCTION EQUIPMENT. France. France is the third largest manufacturer of electronic products in Europe. Total sales of this industry was in excess of $1.9 billion in 1967, up a healthy 10% over the previous year. Recent reports indicate that private outlays on plant and equipment in 1969 may increase as much as 22% over 1968. The French Government has instituted a plan to develop strong French computer and electronic component industries. Many sales opportunities exist for U.S. manufacturers of electronics production equipment. French manufacturers seek U.S. merchandise for advances in production techniques. This exhibit will be the second promotion at the new Paris Trade Center. Preliminary indications from U.S. industry indicate a very fast sell-out of space. Call Charles M. Whitley, Area Code 202, 967-4961 to reserve space or for more information. **Paris Trade Center. Jan. 12-17, 1970.**

INDUSTRIAL AND MUNICIPAL SECURITY DEVICES. Sweden. Awareness of the availability of new equipment capable of providing better protection is opening up good sales opportunities, estimated at approximately $20 million per year in Sweden alone. A labor shortage has reduced the supply of industrial guards, and equipment to replace them is aging and inadequate. For American manufacturers of security equipment, sales prospects are particularly bright for electronic intrusion detection devices and systems; multipurpose alarm systems; premise protection equipment; closed-circuit TV and cameras; electronic release locks; fire protection devices and systems; access and parking lot control; police, patrol and uniformed force equipment; and many others. For full particulars about this exhibition, call area code 202, 967-5751. **Stockholm Trade Center. Jan. 14-20, 1970.**

WATER SUPPLY AND SANITATION EXHIBITION-SEMINAR. Thailand. An exhibition of water, sewerage and drainage systems, and related hardware and equipment will be featured in a trade show limited to 25 firms and will include several models of water and sewage systems as featured displays to draw attention to characteristics of U.S. equipment. The Consulting Engineers Council of the United States has agreed to sponsor a trade mission to Southeast Asia of engineering specialists in the field of water supply, sewage and waste treatment. This mission will coincide with the trade show in Bangkok. Also, a 3-day seminar will coincide with the trade show/trade mission and will be a main feature of the municipal development project. For more information call Area Code 202, 967-5148. **Bangkok Trade Center. Jan. 19-24, 1970.**

CRYOGENIC AND VACUUM EQUIPMENT. Japan. Growth and vigorous activity continue to characterize Japanese industry. A GNP over $140 billion is envisioned for 1969. American manufacturers of cryogenic and vacuum equipment should find an excellent opportunity to sell advanced and more sophisticated equipment. In Japan, the recognition of the value to industry of both cryogenic and vacuum equipment is expanding, and the U.S. is a leader in the field. A recent market survey shows sales potential existing for a wide range of products, including: hydrogen and nitrogen liquid pumps, refrigeration equipment and cryostats, cryobiology equipment, food freezing systems, rotary compressors, vacuum deposition monitors, vaporizers, vacuum chambers, air and gas conditioners and instrumentation and controls. Additional potential exists in areas of specialized engineering and design services for complete cryogenic plant design, freeze drying equipment, cryogenic food freezing systems and temperature rated conveyors. For more information on markets and details on participation, call Area Code 202, 967-4512. **Tokyo Trade Center. Jan. 26-31, 1970.**

A SWEDISH PULP MILL REPRESENTATIVE and an official of Universal Oil Products, Air Correction Division, watch as the turbulent contact absorber shown in the March Pulp, Paper and Converting Exhibition performs.

BIOCHEMICAL TEST, CONTROL EQUIPMENT. United Kingdom. Use of biochemical test and control equipment in Britain is seen expanding in the future. Capital expenditure on biochemical instruments is expected to top $31 million in 1970, with 28% for imports and about three-quarters of these imports coming from the U.S. To help U.S. exporters get a fair share of this growing market, the Department of Commerce will promote this exhibition to U.K. potential buyers among fermentation and other metabolic process producers, processors of food and other natural products, environment control and treatment bodies, hospitals, clinics and pathology laboratories, and biochemical research laboratories. For complete details, telephone Area Code 202, 967-3848. **London Trade Center. Feb. 9-13, 1970.**

PHOTOGRAPHY FOR SCIENCE, INDUSTRY. Italy. With few exceptions Italy is a net importer of cameras and other photographic products. In 1968 Italians bought approximately $5.5 million in U.S. photographic equipment which is respected for its precision and durability, and is a 22% share of a market which it is believed will continue to develop rapidly over the next several years. Italy's rising standard of living and high rate of industrial expansion, the highest in Europe, have increased the range of potential users of photographic equipment in industrial and scientific research sectors. American products ranging from automatic electronic photo processing laboratories through photogrammetry instrumentation and high-speed motion picture cameras will find a receptive market. This special display opportunity for U.S. manufacturers will be held in Milan, a city in the center of the Italian photographic products market. For further market information and details about exhibiting, call Area Code 202, 967-3968. **Milan Trade Center. Feb. 10-14, 1970.**

NUCLEAR INSTRUMENTATION AND EQUIPMENT. Germany. During the next ten years expenditures are slated to total $6.25 billion for 30 to 50 new atomic power stations; until 1980, approximately 70% of all newly constructed power plants will be of the nuclear type. The Third German Atom Program of 1968-1972 will provide government funds for nuclear research and development in the amount of $1.25 billion, an increase of 53% over funds allotted by the Second Atom Program of 1963-1967. In Germany, some 70,000 scientists and engineers are currently engaged in basic and applied research with radioactive materials in over a thousand laboratories. At present, 80% of all sales in the nuclear market are directed at the public and private research centers and institutes, however, knowledgeable sources anticipate the share of sales to the industrial sector to rapidly increase in the foreseeable future. Sales to the industrial sector should undergo dramatic change as German industry begins to employ, on a wider basis, radioisotope and irradiation techniques in their production processes. Until now, rigorous provisions of the German Radiation Law have retarded the use of this advance technology in such industries as food processing, textiles, plastics, and electronics. These dynamic changes have created excellent sales potentials in this market for advanced nuclear instruments and equipment; a strong selling point for instrument manufacturers would be their ability to offer complete integrated nuclear systems. This exhibition will feature instrumentation for commercial application of irradiation and radioisotopes technology; and radiation protection, measuring, and control; and equipment for reactor construction and operation. U.S. firms interested in participating in this exhibition and the growing nuclear market in Germany may secure information by phoning Area Code 202, 967-4601. **Frankfurt Trade Center. Feb. 16-20, 1970.**

SCAN-BUILD '70. Sweden. This important exhibition being held Feb. 18-25, 1970, at the U.S. Trade Center in Stockholm is aimed at the large Scandinavian market that exists for building products—building materials; tools and light construction equipment; and heating, ventilating and air conditioning systems. U.S. manufacturers of sophisticated and advanced building products will have a unique opportunity to increase their sales in this market in which Sweden accounts for $578 million. The U.S. presently accounts for 10% of Swedish imports of such products. The strong demand for housing in Scandinavia plus the high government priorities assigned to home building in Sweden due to present shortages, provide American firms with a favorable climate in which to increase their share of Scandinavian imports of these products. For full information on this viable market, plus full details on how to participate, call Area Code 202, 967-3714. **Stockholm Trade Center. Feb. 18-25, 1970.**

INDUSTRIAL ASSEMBLY EQUIPMENT, SUPPLIES. Japan. The demand for industrial assembly equipment and supplies is growing rapidly in Japan. Demand is estimated to increase up to 50% annually for some products in the next several years. Imports currently amount to about $6 million annually with the U.S. having the major share. U.S. equipment and supplies are superior in quality and sales could be increased considerably with aggressive sales promotion. Excellent sales potential has been identified for 38 product categories including torque tension testers for assembly lines, special metal and plastic fasteners, blind and bolt type rivets, spring steel and spread nut type fasteners, torque equipment

America Weeks

America Weeks are overseas retail sales promotions of U.S. consumer goods.

Overseas retailers planning one of these promotions make their merchandise selections through overseas offices or agents of American manufacturers or through an appropriate U.S.-based buying office.

Announcement of each separate America Weeks promotion, along with the name of the related buying office, is made by INTERNATIONAL COMMERCE. Consumer goods suppliers interested in selling to overseas stores holding America Weeks promotions should contact the overseas stores directly if agents are utilized, or otherwise work through the stores' U.S.-based buying office.

Any U.S. organizations interested in supplying promotional material for this program are asked to give a brief description of the exhibition or demonstration and to indicate the languages in which it is available.

Write: America Weeks, BIC-926, Department of Commerce, Washington, D.C. 20230.

Sample Displays

A Sample Display Center is just what its name implies—a place to show samples of U.S. products.

U.S. firms without agents in the area may use any Center to present their products to prospective local agents and distributors.

Centers are supervised by U.S. commercial officers at the embassies in the host countries. U.S. products and descriptive literature may be displayed without charge for 30 days.

For information on the Centers in Bangkok, Beirut, and Nairobi, **write:** Sample Displays, BIC-918, Department of Commerce, Washington, D.C. 20230.

For the Sample Displays at Addis Ababa and Hong Kong, **write** to the Commercial Attache at the American Embassy in Addis Ababa and the Consulate General in Hong Kong.

Mobile Trade Fairs

Mobile trade fairs are private business ventures designed to show and sell products of U.S. business and agriculture through traveling exhibitions carried in ships, airplanes, trains and exhibit vans.

Objectives of a mobile trade fair are to help U.S. firms enter the exporting field; to open new markets for American goods; and to assist U.S. business concerns in finding overseas agents.

The Bureau of International Commerce provides technical support and certain kinds of financial assistance to qualified mobile trade fair operators.

Write: Mobile Trade Fairs, BIC-926, Department of Commerce, Washington, D.C. 20230.

for portable power and hand tools, and numerically controlled welders. Other U.S. products with favorable marketability are several specialized adhesives, sealants and tapes; assembly equipment such as automatic bolts and threaders, presses, riveters and clamps; special purpose nuts, bolts, screws, studs, pins, inserts, rivnuts, retaining rings, weld fasteners, latches and clamps; pneumatic staplers and nailers, power screw drivers, nut setters; laser and multi-station welders, stud welding systems; positioning systems for welding and soldering work and ultrasonic wire and chip bonders. Plan now to explore this lucrative market. For complete details telephone Area Code 202, 967-4511. **Tokyo Trade Center. Feb. 23-28, 1970.**

INDUSTRIAL AIR QUALITY TREATMENT EQUIPMENT. Italy. The need for clean air to manufacture many new products, workers' desire for a clean working environment, and an increasing concern over air pollution are factors causing a favorable market for U.S. manufacturers of air quality treatment equipment. U.S. air quality treatment equipment now enjoys a position of high esteem in Italy. Excellent sales potential has been identified for advanced equipment used to remove gases and particles from controlled air environments, for air quality instrumentation, special air filters, and selected items introducing clean room equipment, clean benches, and odor control devices. This exhibition will be held at the Milan U.S. Trade Center. For complete details on participation and information about the market, call Area Code 202, 967-5351. **Milan Trade Center. Mar. 1-8, 1970.**

FOOD PROCESSING, PACKAGING, COMMERCIAL AND INDUSTRIAL REFRIGERATION AND AIR CONDITIONING EQUIPMENT. Spain. The Spanish economy is in a new phase of expansion. Demands for imports are up and U.S. trade prospects are better than at any time since devaluation of the peseta in 1967. Spain's Second Economic and Social Development Plan assigns high priority to modernization of the country's food processing and distribution system. Spain is already a fine market for U.S. air-conditioning and refrigeration equipment, and the current Plan will emphasize development of the National Refrigeration Network, for which U.S. companies are expected to furnish much of the refrigeration and air-conditioning machinery and component parts. This special sales opportunity will be promoted for several months before opening day to ensure attendance by leading buyers throughout Spain. For complete information about participation in this exhibition, telephone Area Code 202, 967-3944. **U.S. Solo Exhibition, Madrid. Mar. 2-7, 1970.**

SOPHISTICATED MATERIALS FOR THE ELECTRONICS INDUSTRY. Germany. The German electronics industry occupies a key position among that country's growth industries. Broad application of electronics technology in other industry has caused the electronics market to grow at an annual rate of 5-6%; in 1968 this market totaled $1.7 billion. Several sectors of this market—computers and industrial process controls—experienced annual rate increases of 12-20%; semiconductors, particularly integrated circuits, jumped 62% in 1968 to $7.6 million. Estimates for the 1970 integrated circuits market have been put at $20 million. Continued growth and development in this industry is anticipated in view of the overall growth of the entire German economy. The electronics industry's expansion is intimately connected with the availability of advanced materials which can broaden and increase the application of electronic technology. Electronic designers and engineers need sophisticated materials with specific electrical, physical, chemical, and mechanical properties to ensure the reliability and performance of the many elec-

tronic devices finding their way into daily commercial and industrial life. U.S. firms desiring to explore this exciting and prosperous market can do so by displaying their products in this exhibition. For more information and to reserve space telephone Area Code 202, 967-3088. **Frankfurt Trade Center, Mar. 16-20.**

PRINTING AND BOOKBINDING EQUIPMENT EXHIBITION. France. Wages in the French printing and binding industry have increased an average of 60% since 1966. Mounting labor costs combined in many cases with the problem of aging plants and equipment are forcing French printers and bookbinders to invest in new, high-speed machinery. U.S. manufacturers are established leaders in production of modern equipment suited to French industry needs. French printers show a definite interest in American techniques in photo typesetting, presensitized plates, automatic film developing, sheet fed and web offset, and automated binding. U.S. exports to France of this type of equipment amounted to over $6.5 million in 1967, and increasing demands are being reported for the products listed above. For further information telephone Area Code 202, 967-3822. **Paris Trade Center. Mar. 17-21, 1970.**

PULP AND PAPER EQUIPMENT. United Kingdom. The United Kingdom is unique in the pulp and paper industry. It is the largest producer-consumer in Western Europe, and, the world's largest importer of wood pulp and pulpwood. To maintain this precarious productive strength, this British industry is being forced to streamline its operations, to automate processing. More efficient and profitable operational systems and equipment are being sought from U.S. manufacturers. For complete details, telephone Lee W. Swift, Area Code 202, 967-4461. **London Trade Center. Apr. 13-17, 1970.**

HANOVER AIR SHOW. Germany. The specialists of the aircraft and aircraft components fields will be present at the Hanover Air Show in 1970, the second largest air show in the world and held every two years. The growth of the German aero industry centers around both military and civilian expansion. In the military field Germany will spend approximately $1 billion over the next five or six years on U.S. aircraft. The ten major commercial airports will spend $335 million on expansion and modernization in the next 2½ years. They expect an increase in passenger traffic from 18.6 million in 1967 to 70 million in 1977—a 375% increase in ten years. Firms wishing to participate in this outstanding exhibition, telephone Area Code 202, 967-4073. **German Aviation Show Hanover 1970. Apr. 24-May 3, 1970.**

U.S. COMPUTER EXHIBITION HANOVER INDUSTRIES FAIR. Germany. Germany is the largest computer market outside the United States and the Hanover Fair is one of the largest and best attended in the world. The U.S. Department of Commerce has leased space in the new Office and Business Equipment Hall. Approximately 40 firms can be accommodated. A thousand installations each year are added to the already existing 5000 computers in use in Germany. Over 80% of this number are of U.S. design, making most peripheral and software compatible. Total exports from the U.S. to Germany are close to $100 million annually. Plan now to exhibit at Hanover under the auspices of the U.S. Department of Commerce. Call 202, 967-2425. **U.S. Commercial Exhibition, Hanover, Germany. Apr. 25-May 3, 1970.**

INDUSTRIAL INSTRUMENTATION AND COMPUTERS. England. For the third consecutive time the U.S. Department of Commerce is mounting an exhibition within an

THAILAND'S DECEMBER TRADE FAIR drew Hobart Brothers, Troy, Ohio and 42 other firms to a welding equipment exhibition. Two clients and a firm representative are pictured inspecting a Hobart welding machine.

exhibition at the London International Instruments, Electronics, and Automation Fair, one of the largest and most important shows of its kind which is staged biennially in the United Kingdom. In 1968, when I.E.A. was last held, more than 112,000 visitors including 9,431 registered foreign trade visitors viewed the wares of 927 exhibitors from 18 countries. This exhibition which covered approximately 500,000 square feet of space generated an estimated $75 million in sales. The U.S. exhibition at I.E.A. will feature industrial measuring, testing, and controlling instrumentation and computers. For further information write to U.S. Department of Commerce, BIC/CEP, Room 6813, Code 942, Washington, D.C. or telephone Area Code 202, 967-4652. **U.S. Commercial Exhibition, International Instruments, Electronics and Automation Fair (I.E.A.), London, England. May 11-16, 1970.**

MEASURING, RECORDING AND CONTROL INSTRUMENTATION FOR THE CHEMICAL INDUSTRY. Germany. The Department of Commerce will organize a U.S. Exhibition of instrumentation for the chemical industry at ACHEMA 1970. The fair, held every three years, is regarded as the world's leading showplace for equipment for the chemical industry. For further information call Area Code 202, 967-2425. **U.S. Commercial Exhibition, ACHEMA 1970—16th Chemical Engineering Exhibition and Congress, Frankfurt. June 17-24, 1970.**

PACKAGING MACHINERY AND MATERIALS. England. PAKEX '70, the London International Packaging Exhibition is one of the largest and most important specialized fairs of its kind to be staged in Europe in 1970. In 1967, when the last event was held PAKEX's 500 exhibitors including

167 from 18 countries throughout the world attracted 35,000 visitors including 2,100 from outside of England. The total U.K. packaging machinery market increased from $59.5 million in 1966, to $64.5 million in 1968. On total imports valued at $24.9 million in 1968, the U.S. captured approximately $6.6 million of the total. For detailed information concerning participation write to the U.S. Department of Commerce, BIC/CEP, Room 6222, Code 942, Washington, D.C. **U.S. Commercial Exhibition, PAKEX '70, London, England. June 22-26, 1970.**

Space fully booked

The following shows, in which all available exhibit space has been reserved, are still open for visits by interested representatives of the industries involved. U.S. firms with sales representatives or distributors in the area of any of the listed Trade Centers and exhibitions can ask these local businessmen to visit the shows to see the 'state of the art' in each particular field.

HIGH FIDELITY STEREOPHONIC SOUND EQUIPMENT. Italy. Through close collaboration, the U.S. Exhibitions' staff and Italy's Salone della Musica are launching a campaign aimed at hi-fi and stereo equipment dealers and users. This cooperative effort will include audience solicitation, press conferences, and joint attendance at opening ceremonies. Amplifiers, tape cartridges, speakers, tuners, receivers, turntables and automobile stereos are items among the equipment and accessories that will make up the U.S. Exhibition. **Milan Trade Center. Sept. 7-11.**

COMPONENTS FOR MACHINERY & VEHICLES. Scandinavia. This exhibition will be directed primarily to Scandinavian original equipment manufacturers of machinery and vehicles. There are several hundred such firms in Sweden alone who manufacture over $1 billion in machinery and vehicles annually. **Stockholm Trade Center. Sept. 17-23.**

MACHINE TOOLS AND QUALITY CONTROL EQUIPMENT. Mexico. U.S. industry can improve its share of the Mexican market through aggressive selling and greater sales promotion efforts. To assist the U.S. machine tool industry, the Department of Commerce and the American Society of Tool and Manufacturing Engineers (ASTME) will sponsor the First Inter-American Manufacturing Engineering Conference to be held in conjuction with the Department of Commerce Machine Tool Solo Exhibition. **U.S. Solo Exhibition, Mexico City. Sept. 18-26.**

WELDING AND CUTTING EQUIPMENT. Germany. The Department of Commerce will sponsor a U.S. Exhibition at the Seventh Welding and Cutting Trade Fair at Essen this month. This fair is held every four years and is acknowledged to be the largest and most important fair in its field. **U.S. Commercial Exhibition, Seventh Welding and Cutting Trade Fair, Essen. Sept. 20-28.**

THERMAL INSTRUMENTS. United Kingdom. In the United Kingdom the market for all thermal instruments totaled $75 million in 1968. That group of thermal instruments to be included in this exhibition had a 1968 market of $50 million. The thermal instrument market, under conditions existing at the beginning of the year, is projected to increase by 10% in 1969. The increase will be greater for those products incorporating advanced technology as the United Kingdom continues to rationalize and expand industrial production. **London Trade Center. Sept. 22-26.**

COMPUTER COMMUNICATIONS AND DISPLAY EQUIPMENT. Germany. Germany is the largest computer market outside the United States. There were approximately 3,800 computers installed as of January 1, 1968, and this figure is projected to grow by about 1,000 installations per year until 1972. Exports from the U.S. have also grown on an average of 50% during the past 3 years reaching $81 million in 1968. **Frankfurt Trade Center. Sept. 22-26.**

AUTOMOTIVE DIAGNOSTIC AND SERVICE EQUIPMENT. Japan. Growth in automobile ownership, combined with a compulsory comprehensive inspection system, has created a growth market for diagnostic and service equipment. Thirteen million four-wheel vehicles were registered in Japan in 1968, a 30% increase over 1967. By 1973, registrations are expected to reach 22 million. Over 40,000 automotive service facilities are now in existence, and severe shortage of skilled mechanics has created a growing demand for advanced service and maintenance equipment. **Tokyo Trade Center. Sept. 29-Oct. 4.**

PRODUCTION EQUIPMENT FOR THE ELECTRONICS INDUSTRY. Japan. Japan is the second largest producer of electronic products. This growth has fostered a demand for electronics production equipment, a significant portion of which must be imported. For example, imports account for from 60-70% of the integrated circuit production equipment used in Japan. Purchases of electronics production equipment during 1968 have been estimated at over $30.5 million. **U.S. Commercial Exhibition, Japan Electronics Show, Osaka. Oct. 1-7.**

HOTEL, RESTAURANT, MEDICAL, AND CHEMICAL EQUIPMENT AND MACHINE TOOLS. Israel. Israel has entered a new phase of economic development and is moving

MAILING, FOLDING AND COLLATING MACHINES were on display by Pitney-Bowes International, Stamford, Conn., at the February U.S. Trade Center show for reprographic, microfilm and advanced documentation equipment in Milan. Sales projections made after the show hit $2.1 million.

toward modernization and automation of industry, promotion of exports and tourism, and improving the medical facilities available to her people. Hotel, restaurant, and catering equipment; medical and hospital equipment; chemical processing equipment; and selected machine tools are needed to fulfill her long-term development plans. **U.S. Solo Exhibition, Tel Aviv. Oct. 5-10.**

NUCLEAR EQUIPMENT. Switzerland. The European market is becoming especially attractive as programs for nuclear energy for power generation and the use of nuclear technology for many other uses becomes a multibillion dollar business. Sales of nuclear equipment will soar as the industrialized countries expand their activities in this field. New opportunities for U.S. suppliers of nuclear equipment are opening up. **U.S. Commercial Exhibition, NUCLEX '69, Basel, Switzerland. Oct. 6-11.**

ENVIRONMENTAL POLLUTION CONTROL. Sweden. In 1969, Sweden alone will spend over $100 million on such equipment and instrumentation. Potential best sellers for American manufacturers range from sludge reduction equipment to sophisticated calibration equipment for measuring presence of metal, fluorine and acid in industrial effluent. **Stockholm Trade Center. Oct. 15-21.**

CONNECTORS, RELAYS, MICROSWITCHES, POTENTIOMETERS. Germany. German consumption of electrical components is growing at one of the fastest rates for any segment of the economy. The total market, aside from the demand of the German Bundespost for connectors, relays, microswitches and potentiometers is estimated at $90 million a year. It is expected to grow at a rate of 20% a year. The American share of this market is about 30%. **Frankfurt Trade Center. Oct. 20-24.**

MORE THAN 1,500 VISITORS attended the exhibition of transducers and equipment at the London Trade Center. One of 35 U.S. manufacturers represented was Leeds & Northrup Co., Sensor Division, North Wales, Pa.

ADVANCED TRAINING AIDS. Italy. Italy's brisk economic growth at a rate higher than any other European country has pushed its gross national product beyond the $70 billion mark in 1968. This unprecedented level of national wealth is twice that of only a decade ago. It is in this setting that a recent market study concludes that Italy is an excellent and growing market for advanced educational aids and audiovisual equipment for industry, schools, and government. **Milan Trade Center. Oct. 21-25.**

DYNAMICS TEST EQUIPMENT. United Kingdom. In 1968, the U.S. share of total United Kingdom imports reached 12.9%, a .4% improvement over 1967. U.S. dollar volume was up approximately 10%, with a 5% improvement expected in 1969. To assist U.S. industry to further penetrate the U.K. market, a dynamics test equipment exhibition will be held featuring test equipment in the areas of vibration, acoustics, shock, fatigue, force, strain, and pressure. **London Trade Center. Nov. 10-14.**

SHIPBUILDING, MARINE AND PORT EQUIPMENT. Netherlands. Shipbuilders, shipowners, stevedoring companies and port officials from throughout the world will attend this show, which is the largest international maritime exhibition. The shipbuilding and marine industries are regaining vitality and are again becoming important in the economies of the Western European maritime countries. Both builders and owners are looking for advanced equipment and machinery which will help them maintain or improve their competitive position. **U.S. Commercial Exhibition, EUROPORT '69 8th Annual International Maritime Exhibition, Amsterdam, Nov. 11-15.**

LASER EQUIPMENT. France. Presently the market for laser hardware and systems in Europe is estimated at about $3.5 million. Demand is expected to soar, and by 1972 it is forecast that sales will reach $8 million annually. Until recently, interest in laser technology was centered mainly in scientific and academic circles, but now industry is becoming aware of the use of lasers for commercial and industrial purposes. This exhibition will be the opening show at the new U.S. Trade Center in Paris. **Paris Trade Center. Nov. 17-21.**

MICROELECTRONICS, COMPONENTS, PRODUCTION AND TEST EQUIPMENT. Italy. Microelectronics is expected to grow faster than any other industrial field in Italy. Although the main use of microcircuits will be in computers and military and airspace systems for the present, technicians in Italy are already working on projects involving integrated circuits in industrial controls, domestic appliances such as washing machines, consumer electronics such as radio and television sets and laboratory equipment. **Milan Trade Center. Nov. 18-22.**

INTERMED '70. Sweden. Sharply increasing demand for advanced medical equipment is expected to accrue to the advantage of U.S. manufacturers who now account for 11 to 14% of the Scandinavian market for medical, surgical and hospital equipment. **Stockholm Trade Center. Nov. 26-Dec. 2.**

Graphic arts show draws 2,585 buyers to Tokyo Center

Thirty U.S. manufacturers of graphic arts equipment staged an exhibition at the Tokyo U.S. Trade Center and came home with $269,131 in floor orders and prospects for an additional $3.1 million in sales over the next 12 months.

Sales statistics indicate that 69% of all sales were made by 40% of the exhibitors showing equipment new to the Japanese market. Attendance for the July 21-26 show reached 2,585.

Five U.S. companies were seeking agents during the exhibition; four were signed and eight were under review at its close.

The Goss Co., International, Chicago, manufacturer of printing presses, was among the sales leaders with projected figures of $500,000 for the coming year. Reporting $300,000 in 12-month projected sales was Sta-Hi Corp., Newport Beach, Calif., displaying stackers and programming systems. Firm officials were reviewing five candidates for overseas representatives after the show.

Exhibiting washes, solvents and lubricants, ACP, Inc., Hicksville, N.Y., wrote $28,000 in immediate orders and anticipates $200,000 more for the next year.

Other companies forecasting sales for the next year of more than $100,000 each are Dynamic Graphics, Inc., Peoria, Ill.; Itek Business Products International Corp., Rochester, N.Y.; Plastic Coating Corp., Holyoke, Mass. and Bobst Champlain, Inc., Roseland, N.J.

REPRODUCTION EQUIPMENT, above, generated several inquiries by Japanese businessmen. Below left, three Trade Center visitors seek further information on related U.S. equipment in the library supplied by the Commerce Department. Below right, a Harris-Seybold saddle gatherer is being explained.

AN OFFSET TABULATING CARD PRESS exhibited by Bobst Champlain Inc., below left, and another modern press, right, are being demonstrated to clients in the graphic arts field at the July exhibition.

EXHIBITION BRIEFS *WORLDWIDE*

52nd SWEDISH TRADE FAIR, Goteborg, Sweden, May 9-18. More than 35 nations were represented through 1,347 exhibitors at the annual show. Six U.S. firms, represented by Swedish agents, also took part. Products with particular appeal for U.S. companies include machinery and machine tools. Next show, May 9-18, 1970.

INTERZUM, Cologne, Germany, June 11-15. The sixth international fair of accessories and materials for woodworking, furniture, upholstering, building and light construction attracted 33,100 visitors to the booths of 589 direct exhibitors and 90 companies from 21 non-German nations. Foreign attendance for this fair which is held every three years was up 16%. The U.S. was represented by nine manufacturers. Dates for the next INTERZUM are not yet set.

FACIM COMMERCIAL FAIR, Lourenco Marques, Mozambique, May 31-June 15. The U.S. Department of Agriculture mounted an official U.S. exhibit at FACIM for the first time with a display of 100 breeding cattle. Over 120,000 visitors attended this fifth annual agricultural and commercial fair. Next show, June 1970.

INTERNATIONAL SAMPLES FAIR AT BARCELONA, Barcelona, Spain, June 1-15. More than 100 U.S. firms were represented among the 6,699 exhibitors at the 37th fair which drew 1.4 million visitors, at least 8% of whom were registered trade representatives. Sixty-one other nations also took part in this fair. Machinery for industry, food processors, maintenance, packaging, woodworking and construction hold potential for exporters to Spain. The 38th samples fair will be held June 1-15; applications will be accepted until Jan. 31, 1970.

NATIONAL RADIO AND ELECTRONIC ENGINEERING CONVENTION, Sydney, Australia, May 19-23. Fifty-eight suppliers of electronics and communications services and equipment from several nations, including a large delegation of U.S. firms such as RCA, 3-M, Motorola and Hewlett-Packard, were present. An estimated 15,000 visitors, including 1,500 in the trade, attended the 12th exhibition. A seminar program of 36 sessions accompanied the exhibit. Next show, May 1971 in Melbourne.

Vacuum, cryogenic equipment show will aim at Japanese technological needs

Trade Center exhibition will feature equipment desired by several Japanese industries to build nation's status in world competition

Expanding Japanese industries in the fields of electronics, food processing, metallurgy, industrial gases, storage and transportation and space research offer U.S. manufacturers of vacuum and cryogenic equipment an opportunity for an increased share of the market.

To help American manufacturers display their products to Japanese buyers, the U.S. Department of Commerce will sponsor an exhibition of vacuum and cryogenic equipment at the U.S. Trade Center in Tokyo, Jan. 26-31.

Developments in space research brought home to industry the value of cryogenic and vacuum equipment in a variety of applications. Because the U.S. is the acknowleged leader in space research, Japanese industry looks to this country as the logical source of up-to-date technology.

Japanese industry specialists indicate that Japan is perhaps as much as ten years behind the U.S. in cryogenic techniques, and two to three years behind in some areas of the vacuum equipment field.

The demand for more sophisticated equipment rises from Japan's standing as the world's second largest producer of electronic products; the country's increasing use of freeze drying equipment, in both the food and medical fields; a high rate of industrial gas consumption, and the application of cryogenic techniques in the iron and steel and heavy chemicals industries. Needs for industrial gas point to sales of gases (helium, krypton, xenon and neon), gas production equipment, and gas storage facilities.

Market research by the Commerce Department's Bureau of International Commerce, which will stage the exhibition, has yielded a comprehensive list of specific equipment in demand including: Heat exchangers and heat transfer apparatus; compressors, pumps, vacuum pumps and supplies; ancillary equipment and supplies (gettering materials, and calibrated and variable leak units); filters and filter media; instrumentation and controls; valving and valves; piping and piping specialties; materials; lubricants, oils, adhesives and sealants.

Also needed are packings, seals and bearings; storage vessels and Dewars; superconductive materials and apparatus; refrigeration equipment and cryostats; motors and turbines; cryobiology equipment; apparatus and supplies; industrial systems, engineering and design services; test chambers and equipment; production equipment; gas recovery systems; antistatic agents; gases and cryogens.

Japanese industry leaders, government officials, buyers and potential agents and distributors will be attracted to the Tokyo exhibit through an extensive market development campaign by Commerce.

U.S.-made vacuum and cryogenics equipment has found wide markets through previous Commerce Department exhibitions at U.S. Trade Centers. An April 1967 show of vacuum equipment and systems at the London Trade Center brought 20 exhibitors more than $1 million in a year and eight agents. As the result of a November 1967 vacuum and cryogenics show at the Frankfurt Trade Center 34 exhibitors posted more than $1.8 million in sales within 12 months.

At a Milan Trade Center exhibition last May, 26 U.S. manufacturers sold $156,000 worth of vacuum and cryogenic equipment and predicted follow-on sales of $1.5 million by next June. One agent was signed and 15 prospects were being reviewed as the show closed.

U.S. manufacturers of vacuum and cryogenics equipment interested in the Commerce Department exhibition in Tokyo, Jan. 26-31, may obtain further information by requesting an exhibitors' export market guide, IMIS-69-69, and other data from the U.S. Department of Commerce (BIC-936), Washington, D.C. 20230. Area Code 202, 967-4512 or from any of the Department's Field Offices.

Luanda fair scheduled

The only industrial fair to be held in Luanda, Angola is scheduled for Nov. 9-23. Sponsored by the Industrial Association of Angola, the fair was previously staged in 1963 and 1964.

The site for the event will be the Association's newly acquired fairgrounds in Luanda. U.S. manufacturers of industrial equipment may enter directly or through their local representative.

Write: Associacao Industrial de Angola, P.O. Box 999, Luanda, Angola.

Anti-pollution, water treatment equipment to be featured in Bangkok, Sweden shows

Thai needs include water drilling equipment, pumps, valves, purifiers; Sweden will spend $66 million on pollution, waste disposal devices

International demands for water treatment and pollution control equipment are bringing U.S. manufacturers and the U.S. Department of Commerce together in overseas sales campaigns for the fourth and fifth times in less than two years.

An exhibition of anti-pollution control equipment will be held Oct. 15-21 at the U.S. Trade Center in Stockholm, in the heart of a market estimated to require more than $200 million in equipment this year.

An industry-Government market drive will open next Jan. 19 for six days at the U.S. Trade Center in Bangkok, when the Department's Bureau of International Commerce holds an exhibition of water and sewage treatment equipment.

The two shows are part of Commerce's effort through its Trade Centers, Trade Fairs and Trade Missions programs to help U.S. industry build export sales by meeting the demand for waterworks and pollution control equipment in developed and developing countries alike.

Buyers from the Scandinavian countries will see displays by 32 U.S. makers of equipment for controlling air and water pollution and disposing of solid wastes. Emphasis will be on equipment for treating air, destroying garbage, treating sewage, and monitoring pollution levels.

Sweden alone is expected to spend $66 million in 1969 on air and water pollution control and solid-waste disposal. Norway, Finland and Denmark will spend about $50 million each.

Next January's Bangkok exhibit will be geared to Thailand's need for water and sewage treatment systems and related hardware and equipment in Bangkok and provincial areas.

Thai Government planners are spending about $70 million during the 1967-71 period for these systems. Market research has identified specific types of equipment required, including water drilling equipment, pumps and valves, water monitoring instrumentation, sewage treatment equipment, portable water purification equipment, hotel-capacity desalination equipment, and home-appliance-type desalination equipment.

In addition to the exhibition there will be a seminar on water and sewage systems. A program of training films produced by U.S. makers of water, waste and sewage treatment equipment also will be held, and manufacturers' catalogs will be on display.

Previous efforts

Previous market efforts in these fields were:

► The February 1969 PURAQUA in Rome, an all-U.S. show of water purification and desalination equipment that gave 56 exhibitors prospects of $31.8 million in business in 12 months.

The exhibition with a symposium drew 3,700 visitors from 37 countries in Europe, Africa and the Near East. Participating firms signed 8 agency agreements and were negotiating over a hundred more at the show's end.

► An April 1968 exhibition of water pollution control equipment at the U.S. Trade Center in Milan, a preliminary to PURAQUA.

► The California Council for International Trade's industry-organized Government-assisted trade mission promoting U.S. water pollution control equipment in Europe in April 1968.

Manufacturers of water and sewage treatment equipment interested in the Bangkok exhibition may obtain an exhibitors' export market guide, IMIS 69-62, and further information from the U.S. Department of Commerce (BIC-918), Washington, D.C. 20230. Area Code 202 967-5281 or from any of the Department's Field Offices.

Paris outdoor equipment show to have five sections

About 8,000 trade professionals from 20 countries are expected to visit the 18th International Open Air and Fishing Trade Exhibition in Paris, Oct. 12-14.

The five major display sections for the show will be: tents and camping accessories; folding trailers; garden furniture and beach umbrellas; fishing equipment; and sports clothing. More than 340 exhibitors representing 500 corporations are expected to take part.

Write: French Trade Shows, 1350 Avenue of The Americas, New York, N.Y. 10019.

Frankfurt book fair will feature periodical show

The First International Periodical Exposition will occur Oct. 8-13 in Frankfurt as a part of The Frankfurt Book Fair.

More than 100,000 visitors attend the Book Fair each year and many are seeking periodicals as well as books.

To have periodicals represented at Frankfurt, the editor or publisher should contact the exhibit organizer listed below. The International Periodical Exhibit will be serviced by sales personnel under the supervision of the exhibit director. Visitors to the exhibit will be able to indicate whether they wish to subscribe or want a sample copy of the publication. This information will be sent to the editor or publisher after the fair.

Write: A. P. Wales Organization, 18 Charing Cross Rd., London W.C.2.

Greek fair, regional development meeting set for Thessaloniki in fall

More than 2,000 foreign exhibitors and 650 Greek companies are expected to participate in the 34th Thessaloniki International Fair Sept. 7-28. The fields of technology, industry and commerce will be represented.

Displays will include products such as food, pharmaceutical goods, construction materials, jewelry, textiles, photography equipment, automobiles and parts and optical, chemical and plastic goods.

In conjunction with the fair, the Second International Regional Development Meeting will be held from Sept. 18-26. Government delegates of developing nations will have the opportunity to discuss questions and problems with representatives of private enterprises from advanced nations.

Four technical exhibitions are planned for Milan

Four fairs will be held simultaneously Sept. 6-11 at the fairgrounds in Milan. Electronic and electrotechnical equipment will be featured in all the events.

The exhibitions are the Sixth European Exhibition of Electrical Household Appliances; the Sixth International Exhibition of Electrical Components, Measuring Instruments and Accessories; the Seventh Technical Convention of Electronic Components and the 34th National Radio and Television Show.

For details on any of these shows, **write:** Mostra Nazionale Della Radio e Televisione, Via LUCIANO Manara, No. 1, Milan.

New Zealand rebounds

Two-year slump appears over; both imports and exports at record levels

New Zealand's economy has almost completely recovered from the 1966-68 recession which was triggered by a sharp fall-off in wool export sales, with resulting serious effects on the balance of payments. Corrective fiscal and monetary policies which were adopted, including devaluation in 1967, together with a good improvement in the international wool market have done much to get the economy back on its feet. This is the cheerful verdict of the Economic Trends Report from the U.S. Embassy in Wellington.

Also helping tremendously was the development of new export markets for meats and other manufactures, which have more than taken up the slack in foreign exchange earnings of wool.

Production and export of pastoral and forestry products is satisfactory, but dairy products are a possible soft spot as they are becoming increasingly difficult to market abroad because of surplus stocks in the United Kingdom and the European Economic Community.

Record export levels

The Reserve Bank announced in July that for the year ending June 30 export receipts had for the first time exceeded one billion dollars. At NZ$1000.8 million ($1,121 million) they were up NZ-$167.5 million ($187.6 million) over the year before.

Import payments also rose, by NZ-$137.3 million ($153.8 million) to NZ-$771.6 million ($864 million). Most major imports were up by more than 30%, with transport equipment, machinery and miscellaneous manufactured products, chemicals, and textiles heading the list.

The terms of trade index remained stable at 89 (1957 = 100). The current account surplus increased from NZ$37.3 million ($41.8 million) to almost NZ$50 million ($56 million).

It should be noted that the 19.45% devaluation of November 1967 affected the totals for both export receipts and import payments for the entire year ending in June 1969, whereas it was a factor for only seven months of the previous year.

New Zealand export receipts for sales to the United States for the year ending in June also rose to a record high, NZ-$190.5 million ($213.4 million), a 15% increase above the NZ$165.8 million ($185.7 million) received the previous year. After the United Kingdom, the United States was the second most important customer for New Zealand products. With U.S. sales of NZ$96.2 million ($107.7 million) up 10.2%, the United States held its place as New Zealand's third most important supplier, following the traditional leaders, the United Kingdom and Australia.

An interesting trade trend is the continuing drop in the share of New Zealand's exports taken by the United Kingdom. In the June 1967 year the United Kingdom bought 44% and in 1968 41.3% of New Zealand exports, and during the past year the total fell further to 39.1%. On the other hand, the United States has become an increasingly more important customer, with its share of purchases increasing from 16.6% for the year ending June 1967 to over 19% in 1969.

U.S. role grows

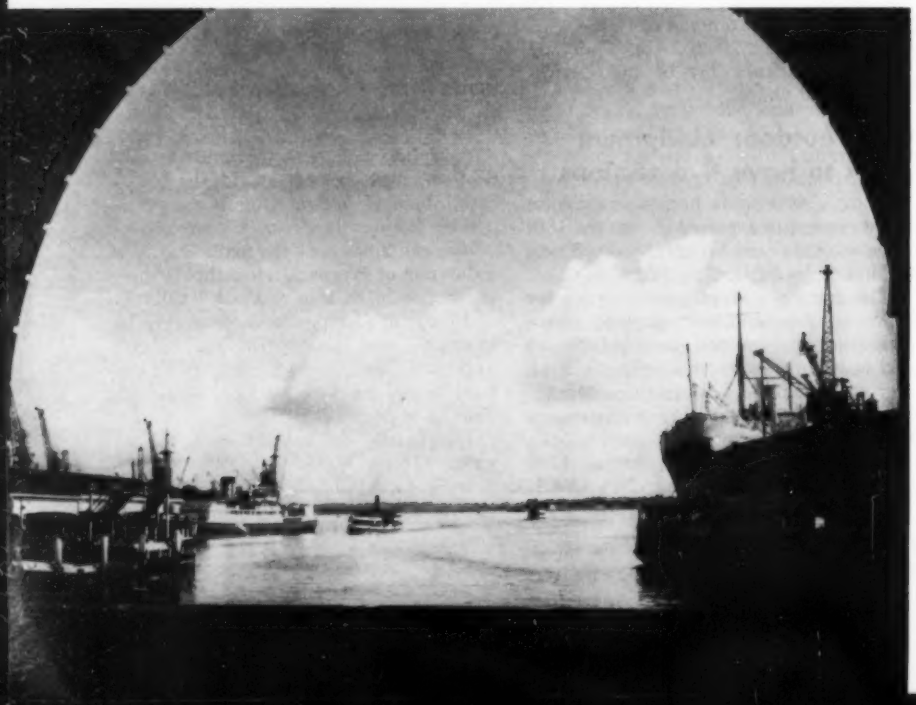
The United Kingdom purchased New Zealand products worth more than 2½ times as much as the U.S. did in the year ending June 1967, but the ratio has fallen to just over twice as much for the year ending June 1969. As a matter of record, New Zealand meat sales to the United States are steadily expanding, and are now earning more foreign exchange than butter sales to the United Kingdom.

During the recent conference of the National Party in Wellington, the Minister of Customs noted that as of July 1, 55% of all New Zealand's imports were license-free. Furthermore, he said that he expected to be able to stand up at the conference a year from now and announce that considerably more items had been freed from licensing controls.

Because of New Zealand's full employment policies, fully-accepted by all political parties, there is little slack which can be taken up through increased investment in existing resources. Investment in present manufacturing industries, regardless of their efficiency, might well lead into an inflationary trend. Thus, most economists, government officials and business and labor leaders are well aware of the need to shift resources from high-cost industries into the development of viable manufacturing companies.

To stimulate improved industrial ef-

NEW ZEALAND'S FOREIGN TRADE is at record levels, with both exports and imports from the United States on the rise. Below, some of the merchant shipping at the Port of Auckland. (World Bank)



ficiency of existing plants, they believe more competition from abroad should be gradually introduced.

Through the adoption of moderate tariffs to replace import quotas and licensing, the development of efficient industries, new and old, can be encouraged. After 30 years of import quotas and licenses, there are indications that many New Zealanders are becoming more and more loathe to continue paying 25 to 100% more for some manufactured consumer items now being produced by high-cost, highly-protected plants.

Moreover, quality control is unfortunately not always all it should be. Businessmen who travel abroad are also becoming increasingly impatient because of the limitations on the amount of foreign exchange they can obtain for their business trips. They say, too, that it is embarassing to read that overseas banks will only exchange New Zealand dollars at a discount.

For all these reasons, and others, it seems clear that New Zealand, realizing that it has won a brief breathing spell after overcoming its balance of payments crisis of the past two years, has decided to set its feet firmly on the path to the status of a fully-developed country by making the most efficient use of all its resources.

The 1969 Budget provides for increased public expenditures, which were limited during the last two years because of the economic situation. New railroad equipment has been ordered from Japan and jet aircraft from the United States. New Zealand is now in the market for road building equipment and communications equipment, including a satellite earth station. Modern equipment is also needed for hospitals and schools; in particular there should be a good market for electromedical apparatus for hospitals and in the schools.

U.S. businessmen should visit New Zealand to ascertain the growing opportunities to provide the products which New Zealand needs to diversify its industries. Whenever an American manufacturer or company representative makes a trip to Australia, he should visit New Zealand also. He will find that the small additional air fare has been a good investment.

Prospects should be good to sell agricultural chemicals, including fertilizers; high-quality textiles for apparel, upholstery and drapery; towels and toweling; sophisticated metalworking machinery and equipment; construction machinery and equipment, particularly logging equipment.

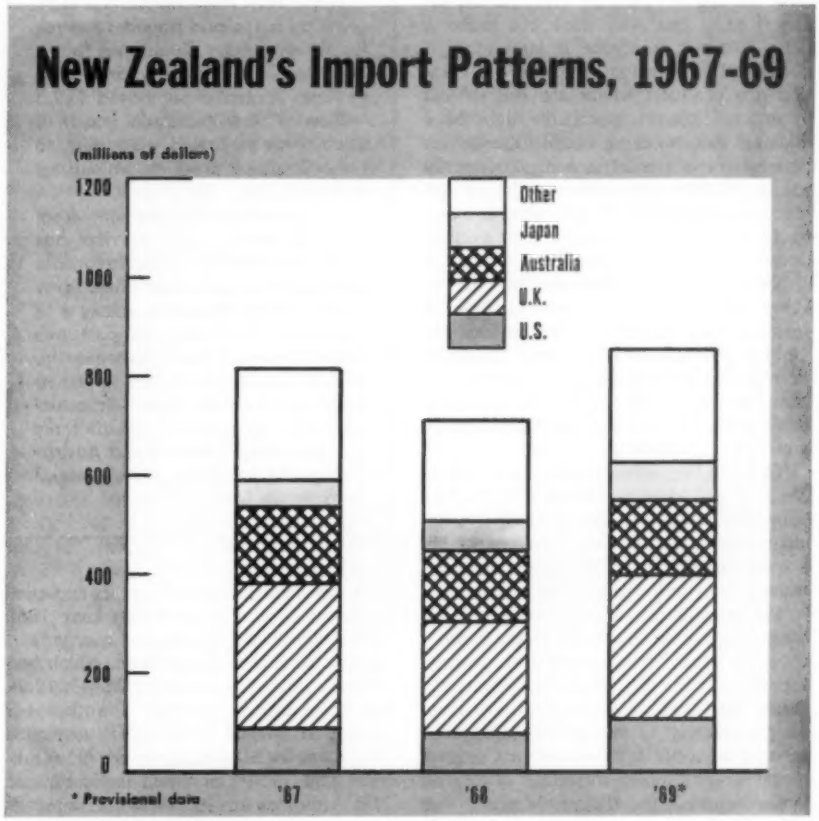
The construction of an extensive gas distribution system in North Island and the introduction of gas as a fuel into new areas, make the prospects good for the sale of gas-fired heating apparatus. Trade opportunities for oil field machinery and related materials, such as drilling muds, are improved due to stepped-up oil exploration activity.

Private investment wanted

American firms can also help New Zealand to industrialize by investing in new, competitive manufacturing plants. The investment climate is good, and political conditions are very stable, particularly in comparison with some other parts of the globe. U.S. company participation in the large Comalco aluminum smelter plant at Bluff, South Island, with 25% interest in the project, was welcomed by the Government. More U.S. investment of this type would be encouraged.

The tourist industry also offers good investment opportunities, especially now that a second U.S. airline, American Airlines, has been granted a route to provide service from the U.S. East Coast and Midwest to New Zealand.

Oil was discovered by Shell-BP-Todd



Protection of industries

One of the most important recommendations of the National Development Conference held in May covered the problem of protection for the manufacturing sector. Briefly, the recommendation calls for sufficient protection to promote industrial development at tariff levels which should encourage competition, efficiency, and reasonable prices. The transition from import licensing to tariffs is to be carried out within a "reasonable" time. The Government has accepted this recommendation as the basis of its policy, according to a statement in the 1969 budget.

in an offshore well in March. U.S. companies have also been given exploration rights in New Zealand and several are now drilling or plan to drill. As an oil expert said, one well does not make a field; however, everyone is hopeful.

Interest in licensing agreements to manufacture products which are still subject to import license controls is high. New Zealand metalworking establishments are particularly interested in contracts for the precision machining (short run) of replacement parts for U.S. machinery and equipment which no longer is being produced in the United States.

New Zealand's determination to develop new markets to replace those it fears it will eventually lose when the United Kingdom joins the European Economic Community should result in a continuation of the trend toward greater trade with the United States and other non-EEC countries.

Through the increased purchase of New Zealand products the United States can help New Zealand increase its foreign exchange earnings and thus more speedily achieve the desired re-allocation of its resources into more productive channels.

The introduction of new, or the raising of existing, U.S. non-tariff trade barriers covering New Zealand pastoral product exports should, of course, be foresworn. When the Prime Minister wrote President Nixon recently to express his deep concern about a bill approved by a Congressional Committee to introduce quotas on lamb imports, the Prime Minister and other New Zealanders were cheered by the President's reply, assuring them that it was the policy of his administration to seek freer international trade and to avoid, save for the most exceptional circumstances, new restrictions on trade.

It works both ways

On the other side of the trade table, New Zealand, as a country which rightly calls for the removal of restrictions on the import of its low-cost, unsubsidized agricultural products, could also remove certain controls on agricultural imports into New Zealand. For example, the import of U.S. poultry and wheat, both of which would be most competitive in New Zealand, is completely barred by anomalous agricultural quarantine regulations.

The reduction of the British Preferential margin by New Zealand, in any revision of its tariff structure upwards when licenses are removed, should assist the export of U.S. products to New Zealand. For example, the duty on U.S. cars is 45%, British Preferential duty is 6%. It should also be noted that New Zealand has a large favorable balance of trade with the United States. Receipts exceeded payments for the year ending June 1969 by $105 million—the largest ever.

Real gross national product, which had dropped for the year ending March 1968, has again turned upwards. For the year ending in March 1969 GNP increased 6%, from $4,528 million to $4,793.6 million; real GNP increased an estimated 2%. Although this is a welcome improvement, the rate is still considerably below the 4.5% annual growth rate target set by the National Development Conference.

Consumer demand rising

Retail sales are humming along at record levels, although price increases averaging 4.5% account for part of the better sales figures. A recent survey on installment buying showed first quarter sales of household and personal goods, other than TV sets, up 25% compared to a year ago. One reason for the sharp increase in auto sales was a reduction in the required down-payment on second-hand cars from 66⅔% to 50%.

Retailers report that second quarter sales were better than anticipated, and slightly above the previous quarter. Sales growth was termed strong. The latest figures available for fourth quarter 1968 show retail sales up 8% over the same period in 1967.

During the next twelve months, retail and consumer expenditures are expected to increase by 7%. The consumer price index for the second quarter of 1969 increased by just over 1% over the first quarter. Although wage and salary payments increased by 6% for the year ended March 1969, effective wage levels for male workers at the end of March dropped to below both the December 1965 and December 1968 levels—the index was down to 987 from 1000 (1965 = 1000).

Farm output inches up

Because of lower farm investment during the past two years, plus some unseasonally bad weather, farm output increased only slightly during the 1968-69 season. Although the number of sheep remained almost stable, lamb production up to May was 6% higher than last year. Mutton production was somewhat lower. The number of cattle increased substantially, because of the good export market. Meat exports again led the way in foreign exchange earnings with an impressive total of NZ$315 million for the year ending in June.

Manufacturing production has picked up somewhat since September 1968, but the production index has remained almost stable since 1967 at 1177 (1954-55 = 1000). Manufacturing productivity, which generally is not very high in New Zealand, improved slightly. Provisional figures for December show productivity up fractionally over the previous year. In this connection, a leading spokesman for the farming industry recently called on other sections of the economy to improve their efficiency.

The total number of persons looking for jobs is now (Aug. 1) down to 3,358, about 5,300 less than in July a year ago. This is an unemployment rate well below 1%. Advertisements in the newspapers of all major cities are crying for skilled workers, who are in particular short supply in the Wellington and Auckland areas. A serious problem is the high rate of labor turnover, running as high as 100% annually in some plants. This has a serious effect, of course, on manufacturing costs.

Plant equipment and machinery imports were 9% higher in the year ending in March than in the previous year. Private building permits issued increased by 7%, but there was only a small increase in permits issued for factories. Factory permits for April and May fell off. However, for April and May 1969 commercial building permits totaled more than NZ$5.3 million, compared to NZ$4.2 million the year before. It is estimated that that private capital formation will reach NZ$355 million for the March 1969 year, up about 3% over 1967/68.

Private savings banks deposits at the end of March stood at $312 million, compared to $260 million the year before.

Australia trade booms

Trade with Australia continues to grow by leaps and bounds; Australia is now New Zealand's fourth best customer. For the year ending in June, Australia purchased $79.5 million of New Zealand's goods, a 29% increase, and exported to New Zealand products valued at $156.8 million, up 22.3%.

A favorable development from New Zealand's point of view has been the reduction of the favorable balance of trade in Australia's favor from a ratio of approximately 4 to 1 to 2 to 1 during the past two years. Two-way trade between the two countries has been given a good boost by the recent introduction of a new roll-on roll-off ferry between New Zealand and Australian ports; it will shortly be joined by another ferry.

Venezuela growth slows

But nation remains a good place for U.S. business to trade and invest

After two years of vigorous activity which resulted in a real annual growth rate of about 5%, the Venezuelan economy is cooling moderately, although business is generally satisfactory. The two branches reported to be most affected by the slackening are Government-financed construction and retail sales.

In the construction industry (which last year made a partial recovery from the decline experienced in 1967) the situation is not entirely clear. Privately-financed building activities appear to be picking up. The value of private construction permits granted in the first four months of the year was more than 5% above that for the same period of 1968, although during the same months cement consumption was off by 12% from the year before. Recently granted tax incentives for private housing construction may spur output in this area and cement production facilities are being expanded.

It is in the area of Government-financed construction—which accounted for more than half the value of all construction in the country during 1967 and 1968—that activities are lagging. The delay in payment of liabilities, in some cases long overdue, to public-works contractors and their suppliers has left some of them short of funds or unable to obtain bank credit needed to continue operations. This situation is expected to be somewhat alleviated soon.

Good place for business

Venezuela remains a good place for U.S. business to trade and invest. Exports of U.S. goods to Venezuela last year, estimated at $732 million by the Department of Commerce, should be at least matched and probably exceeded in 1969. During the coming six months, however, demand for imported goods may be somewhat less buoyant than before and vogorous sales efforts will be needed for U.S. sales to match the 9% increase recorded during the first half of 1969. Good possibilities remain in a variety of industrial equipment lines such as construction, materials-handling, heating and cooling, packaging, food-processing, and other types of equipment; organic chemicals and bulk pharmaceuticals; electric handtools; and other producer goods.

The investment climate continues to be basically hospitable. Firms with more than 50% non-resident ownership, if they borrow in Venezuela, should use care to comply with the new conditions for such borrowing. At interest rates put into effect last June, moreover, U.S. firms can no longer borrow in Venezuela at rates lower than those prevailing in the United States.

Despite the limitation on borrowing by non-resident-affiliated firms, no change is expected in the Government's fundamentally friendly attitude toward types of investment from abroad which it considers to be beneficial to the national interest. Current monetary, fiscal, and foreign exchange policies are also expected to continue unchanged.

If service contracts with the oil companies are signed by the end of the year for unexploited areas of Lake Maracaibo, this will bring a flow of new investment by the oil companies. The new investment, in turn, should stimulate the whole economy and enhance an already good investment climate.

The retail sales index for the Caracas metropolitan area was off by two points in April from a year before. One large retailer reports its June sales were lagging 4% behind those of June 1968. There was strength in other retail areas, though. For the first five months of the year automobile sales were reported 10% above those for the same period of 1968.

Underlying strength is evident in the manufacturing industries. As of last April, the index of manufacturing output, excluding petroleum, stood at 149, up 14 points from April of 1968. The Government steel-making concern, SIDOR, reported in June it was unable to meet demand for large-diameter steel pipe despite rising output. Several private manufacturing concerns have opened new plants or expanded existing facilities during the past few months. Output of iron ore, owing to improved market conditions abroad, rose nearly 8% over 1968 levels during the Jan.-May period.

Imports of goods from the United States during the same five-month period increased by 9% over 1968, and tonnage figures suggest total imports were also on the rise.

Oil output through the third week in July was 1.8% lower than for the same cumulative period of 1968. Nevertheless, it represented an improvement over output levels earlier in the year, which

POWER FOR INDUSTRIES in Venezuela's remote Guayana region will come from the Guri Hydroelectric Project, shown here. Harza Engineering of Chicago is consulting engineer for the project.

were at times nearly 3% below those of 1968. The Minister of Mines has announced that he aims to have service contracts for exploration in the southern part of Lake Maracaibo signed by the end of the year.

The Venezuelan Government has submitted its views to the U.S. Petroleum Study Committees conducting a review of U.S. oil import policy, which is expected to publish its results around the end of the year. Venezuela wants a preferred access for its oil to the U.S. market comparable to that of Canada and Mexico.

After more than a year of high liquidity, the banks are reported to be largely loaned up and bank credit is fairly tight at the moment.

The expected easing of bank credit will also make possible the resumption of some public building projects and stimulate economic activity. The money supply, which grew at an annual rate of 11% in 1968, had slowed to a growth rate of around 9% by the end of May, and probably to much less than that in July with the slowing of Government payments.

Large borrowing proposed

During its first few months in office the new Government has engaged in a legislative contest whose outcome could have important consequences for the economy. The issue was the Government's request for 2 billion bolivars ($440 million) in borrowing authority to pay unfunded liabilities which it claimed had been incurred by its predecessor in office in excess of budgetary appropriations, mainly in connection with public works. Another purpose was to replace 1969 revenues alleged to have been used to pay debts of prior years, while a third purpose was to supplement 1969 budgetary allocations claimed to be insufficient to finance projects under way. The Government frequently seeks supplemental budgetary authority during the year.

Instead of the requested $440 million in new borrowing authority, Congress granted $178 million—a sum which the Government has declared insufficient to pay all outstanding debts, carry out current public works projects already underway, and maintain a volume of public investment consonant with the need for economic growth. This contention is challenged by the opposition.

Nevertheless, the Government has introduced bills requesting authority to borrow an extra $245 million. Of the $178 million so far authorized, half must be financed through the issue of two-year Treasury bills in Venezuela, and the other half may be financed through longer-term borrowing either in Venezuela or abroad. Under this authority a loan for $85 million is now under negotiation in New York.

The Minister of Finance has stated that, as a result of the Congressional action denying the Government most of the requested authority, work on some highway projects will have to be slowed unless Congress, in its autumn session, passes the additional credits required by the Government.

The Minister has also promised that modern budget management techniques will be introduced to control expenditures and achieve greater efficiency, and that efforts to improve income tax collection will be intensified.

The rise in interest rates to historic highs in the United States and Europe has led the Venezuelan banking authorities to take action to avert an outflow of bank funds. In June, the Ministry of Finance and the Central Bank announced a complex of measures which included the setting of the minimum rate of interest on bank loans at 10%, and the minimum rates payable on savings and time deposits of over $5,500 at 4 to 7½%. Up to then, the prime rate on loans had been about 8¼%. Rates paid on deposits ranged from 3 to 5%. An additional measure, designed to encourage the retention of savings in the country, exempted interest on time deposits in Venezuelan banks from income tax; interest on deposits in foreign banks operating in Venezuela are not entitled to the exemption.

A companion decree had a more direct impact on the foreign, and especially the U.S., business community. This was a ruling by the Central Bank setting up conditions under which firms owned more than 50% by foreigners could borrow from banks operating in Venezuela. The Bank's ruling provided that such firms, as long as they borrow in Venezuela, must keep in the country the total of capital, reserves, surplus, and foreign credits on their books as of June 30, 1969. They also may not lend or invest outside the country.

Later modifications changed the applicability of the decree to firms owned over 50% by non-residents (instead of foreigners), provided a greater degree of flexibility in the definition of foreign credits, permitting them to be averaged over a period of 18 months, and gave the Central Bank discretion in certain cases to modify the amount of capital, surplus and foreign credits that must be retained in Venezuela.

The restriction reflects concern on the part of the monetary authorities and the local banking community over the reported tendency of subsidiaries of foreign (largely U.S.) companies to increase local borrowings to pay off loans abroad. When the ruling was first issued, it posed sizable problems for a number of U.S. and other foreign subsidiaries who were borrowing locally, especially those with large outstanding supplier credits. The recent modification appears to take most of the difficulties into account and allows special consideration for hardship cases.

For the balance of 1969 output and demand may increase moderately, although it is not likely that the 5% real growth rate achieved last year will be equalled. The economy remains basically strong and output should continue expanding. The proceeds of the $178 million in borrowing authorized by Congress, when they enter the income stream later this month or early in September, should have a stimulating effect on business

Stays out of Andean pact

In May a Venezuelan team journeyed to Cartagena, Colombia, for the final negotiations on the Andean Subregional Accord. Previously, talks on the proposal had been stalled by opposition from private business in Venezuela (and other Andean countries) to the inclusion of existing industry in the tariff-reducing clauses of the proposed treaty. By comparison with its neighbors, Venezuela has high costs and a more stable currency.

After two weeks of discussions, during which the Venezuelan team offered a list of 2,200 products (later halved) which they wanted exempted from the coverage of the treaty, the other countries—Bolivia, Chile, Colombia, Ecuador, and Peru—signed the treaty without Venezuela, but with the proviso that she could adhere to it before Dec. 31, 1970. The general reaction to this outcome in Venezuela was relief in the business sector, but various political parties charged that an opportunity had been missed.

As to the future, the Venezuelan Government announced after the Andean Subregion was formed without Venezuela that it would develop trade with Caribbean countries. Its non-adherence to the Andean accord will not affect current joint undertakings with Colombian firms for the manufacture of artificial fibers and petrochemicals.

BORROWING PROBLEMS FOR FOREIGN FIRMS, posed by recent ruling, seem to have been resolved satisfactorily. Above, the pharmaceutical plant of the Wyeth Laboratories' subsidiary in Caracas.

activity, especially in the construction industry. Of the total, nearly $155 million is earmarked for payment of overdue liabilities incurred by the Ministry of Public Works and INOS, the Government-owned water engineering enterprise. Contractors who had been forced to curtail operations for lack of funds or inability to obtain credit will be able to resume a normal pace of activities. At the same time, the flow of liquid funds to the banks will swell, enabling them to increase their loans.

As already noted, the Government claims the sum authorized is insufficient to meet its needs for projects already under way, as well as pay off the other debts for which no provision has been made. Revenues from oil, iron ore, and other sectors of the economy, furthermore, are expected to fall short of estimates by over $90 million, according to Finance Ministry sources, while a wage increase for over 100,000 public employees will add an unplanned amount to expenditures. Fiscal stringency may compel the Government to postpone or slow down some public works projects considered to be of low priority, but in so doing it will attempt to avoid lowering the general employment level. It hopes that private industry, especially in construction, can take up some of the slack; and to this end, tax incentives were established to encourage housing construction in June.

It is possible that Congress will approve the additional borrowing authority requested by the Government later this year, easing its cash position and enabling it to restore the pace of public investment. However, if approval is forthcoming, the proceeds are likely to enter the economy too late in the year to have a decisively stimulating effect before the first quarter of 1970. Essential administrative and investment outlays will be maintained, but the unusually high expenditure levels prevailing in 1968 and up to last spring are unlikely to be matched during the remainder of this year.

Gold and dollar reserves of the Central Bank at the end of June amounted to $845 million, up $16 million from June 1968. Owing, however, to a change in the schedule of income tax payments by the oil companies, comparisons are difficult. Under the quarterly payment schedule in effect until this year, June was not a month for tax remittances. Under the new schedule of six bi-monthly payments a year, June is one of the tax-payment months for the oil companies.

Last year, due to a large increase in imports while exports were virtually unchanged, the current account deficit in the balance of payments rose sharply. The rise was more than offset, however, by capital imports, and as a result exchange reserves rose. This year, although partial trade data suggest that the current account deficit may be even greater, foreign borrowing may again offset it.

As a result partly of unusually high Government expenditures last year, and the consequent expansion of the money supply, the price level is rising at a faster rate than before. Until the latter part of 1968, Caracas-area consumer prices were rising at a little over 1% a year. Between May 1968 and last May they rose by nearly 3%.

Oil still decisive

Oil is still of decisive importance for the Venezuelan economy. Crude output, now about 1.8% below the average for the corresponding period of 1968, is expected to continue increasing so that output for the whole year may be not much more than 1% below last year's. Oil revenue, which provides 65% of the Government's ordinary revenues, is expected to fall about $67 million below estimates made at the end of 1968, according to the Finance Ministry. This is due partly to the fall in output and partly to prepayment last December of oil company tax obligations due in January.

Output of iron ore, which dropped sharply last year, has been recovering. Up through May, it was 7% above levels for the same period of 1968. Exports through June were up more than 3% by value over 1968 levels. Predictions for the whole year foretell a greater recovery.

Germany opens new import quota for iceberg lettuce

The Federal Republic of Germany has opened another import quota for iceberg lettuce from the United States. Applications for import licenses will be accepted until, but not later than, Dec. 30, 1969. Import licenses issued will be valid for six months.

The early announcement of this quota for the 1969-70 import season should facilitate trade and make early ordering possible. The conditions of the quota are rather liberal, as importers do not have to state either quantity or value in their license applications.

Announcement of an import embargo would invalidate import licenses ten days after publication; it is highly unlikely, however, that such action will be taken. The U.S. Embassy in Bonn expects the development of a regular trade in iceberg lettuce as a result of this quota.

Guyana, in fifth year of economic upswing, is an expanding market for U.S. products and investment

Gross domestic product has grown by 50% in past five years; significant rise in development outlays to boost capital imports

Guyana is in its fifth year of steady economic growth, with a Gross Domestic Product of $225.2 million at current market prices in 1968, according to the Economic Trends Report submitted by the U.S. Embassy in Georgetown. This represents an expansion of 50% since the 1962-64 period when the GDP actually declined to a low of $150 million in a climate of economic stagnation and political uncertainty.

The GDP continues to expand at a rate of about 8% annually, though it was somewhat lower in 1968 owing mainly to unusually heavy rains which caused some damage to the sugar cane and rice crops and interfered with bauxite mining operations. Sugar output was further depressed in 1968 by labor unrest which delayed harvesting.

With imports amounting to over half of the GDP, Guyana will continue to offer U.S. exporters a wide range of marketing opportunities. Significant increase in planned expenditures on development projects will call for rising imports of capital equipment. Private investment will generate further capital imports as business confidence continues to grow and an expanding infrastructure paves the way for new commercial ventures. Imports of consumer goods will also increase in volume and variety as wage increases for both public and private workers boost spending by a consuming public with a notably high propensity to import.

Opportunities are coming to light in a number of fields under scrutiny by enterprising private investors. Recent developments in food processing, forest products, and mineral extraction are indicative. The advent of the Caribbean Free Trade Association (CARIFTA) on May 1, 1968 added to the appeal of Guyana's liberal private investment incentives. Production in Guyana can service the whole CARIFTA market, free of tariffs which apply to goods coming from outside the CARIFTA area.

The GDP growth rate in real terms has been about 5% annually but is now rising and should reach 6% or 7% in 1969 if there is no acceleration in prices.

The rapid growth of the domestic capital market is reflected in an over-all expansion of $30.5 million in total bank credit to the public and private sectors during the three years 1965-68, with virtually no net reductions in foreign reserves during the period.

Private investment amounted to $30 million in 1968. This decline from the high of $38.5 million in 1967 was due mainly to the heavy investment in expansion of bauxite calcining facilities by Alcan and Reynolds in 1967. The expansion was largely completed by the end of 1967. Total domestic expenditure rose nonetheless, from $222 million in 1967 to $225.5 million in 1968, since the decline in investment was more than offset by increases in both public and private consumption.

The 1969 budget projects a 9% growth in GDP, with government expenditures to reach a record target of $83.8 million, a sharp increase over the revised 1968 budget of $68.4 million. This 1969 expenditure target includes capital investments of $31 million, as against $22.6 million originally budgeted in 1968. A budget surplus of $1.3 million is expected.

Major projects planned

Major capital inputs are planned for construction of roads, improvement of sea defenses (vital to the heavily inhabited coastal belt), modernization of the rice industry, expansion of the potable water supply, and surveys of forest and mineral resources. New education programs recently under way, and a social insurance program to go into effect in September will also require increased capital expenditures.

Current account expenditures include funds for an overdue wage raise for civil servants, and higher allocations for police and military forces following the abortive insurrection in the remote interior Rupununi district in January.

Exports rose to a record $119.5 million in 1968, representing 53.1% of GDP, and yielding a merchandise trade surplus of $4.8 million, the first since 1964. Over 80% of Guyana's export earnings comes from bauxite, sugar and rice. Most of the 1968 increase in export earnings was due to the recently completed $26 million expansion of bauxite processing facilities. Higher world prices yielded a more than proportionate increase in bauxite export earnings, which were $51 million in 1968, as against only $43 million in 1967.

Bauxite production, all for export, is expected to rise by another half million tons in 1969, and would have been substantially higher than it was in 1968, but for unusually rainy weather which interfered with the strip mining operations.

The merchandise trade surplus of $4.8 million was largely offset by a deficit of $4 million on invisibles (travel and transport). Repatriation of profits and interest accruing to foreign owned enterprises (bauxite and sugar) resulted in an overall deficit of $17.9 million in the balance on goods and services during 1968.

Guyana's exports to the United States continued the rising trend of recent years, reaching $24.4 million in 1968. In relative terms, the U.S. share of Guyana's total exports declined slightly to 20.4% in 1968, as against just over 21% during the two preceding years.

Guyana's total imports continue to rise, though the 1968 total of $114.6 million in 1968 was only slightly more than the year before. Comprising 50.9% of GDP, imports are crucial to much of Guyana's consumer and investment activity.

Members of CARIFTA (which includes Guyana, Trinidad and Tobago, Jamaica, Barbados, Grenada, St. Lucia, Antigua, St. Vincent, Dominica, St. Kitts, and Montserrat) agreed to remove all barriers to trade between members on products of area origin where not more than half the final price of the article is attributable to materials imported from outside the CARIFTA area. Excepted were certain reserved commodities on which import duties are to be removed in stages over a period of several years.

The Agreement has not yet had any significant impact on Guyana's foreign trade pattern. However, an Agricultural Marketing Protocol annexed to the Agreement is of potential significance to Guyana over the longer term. The Protocol covers 22 items, mainly vegetables and poultry, which may be imported from non-CARIFTA sources only if CARIFTA suppliers cannot meet the demand.

Guyana, in sharp contrast to all of the other CARIFTA members, has a large unused hinterland which could be developed agriculturally to supply the protected CARIFTA market. Potential sales to other CARIFTA members under the Protocol are

Sound business setting

Steady economic progress is reflected in a creditable growth rate, relative price stability, responsible fiscal and economic policies, and a government committed to full use of its own and external resources to achieve its development goals. Gains in education, health and other community services reflect social progress. Chronic labor discontent may be reduced by legislation which will provide new procedures for coping with union grievances and negotiating settlement of disputes. Labor problems may also wane as workers begin to benefit from new training and social insurance programs.

estimated at $15 million annually in agricultural products now being imported from outside the CARIFTA area.

A mood of growing business confidence in the future is reflected in continuing expansion of American and other foreign business activity. A new flour mill, owned by the U.S. firm Seaboard Allied Milling Corp., went into operation in May. Output of the $3 million facility is 24,000 tons of flour annually. An American-owned shrimping company is investing $700,000 in new shrimp processing and trawler servicing facilities. The installation will replace one lost by fire in January, but will be larger and located at a new site south of Georgetown where further expansion is feasible. Monsanto launched its high protein soft-drink, Puma, in the Guyanese market, the first in South America, with an intensive promotional campaign in April.

Litton Industries recently concluded a long-term renewable lease with the Guyanese Government to undertake large scale wood pulp production, supplemented by timber regeneration and conservation operations, in a half-million acre tract southwest of Georgetown. Investment of up to $30 million is envisaged.

A uranium mining firm from Canada obtained Government approval in April to conduct detailed ground exploration for uranium in a thousand-square-mile tract in the Pakaraima Mountain area along Guyana's western border. Airborne radiometric surveys have indicated the presence of relatively large deposits of high grade radioactive ores in the area.

Guyana's two bauxite mining firms, Reynolds (U.S.) and Alcan (Canada) have received retroactive approval by Parliament of the 25-year mining agreements that each concluded in 1965 with the Government. Though this does not affect the ongoing mining operations, it publicly underscores the Government's wish to encourage long range private foreign capital investment.

Investors are offered a number of incentives to promote increased industrial development. These include tax holidays, accelerated depreciation allowances, tariff protection, and duty free import privileges. In addition, the Government has appointed a committee which is meeting regularly to consider ways to make these incentives more attractive.

Transport and communication facilities are expanding rapidly. An all-weather highway was opened in December, linking Timehri International Airport (formerly Atkinson Field) with Mackenzie, Guyana's second city, a bauxite mining community 44 miles south of the airport. At the same time the airport itself, 30 miles south of Georgetown, was expanded and modernized, at a total cost of $10 million for the two-phased project.

A tropospheric scatter facility went into operation in March linking Georgetown via Trinidad with the major international co-axial cable systems. Built at a cost of $2.5 million by a British firm, it provides vastly improved 24-hour overseas telecommunications services. In addition, domestic telephone service is slated for modernization under a planned $6 million project to augment the urban phone systems and link them with a network extending throughout the 170-mile-long inhabited coastal belt.

Work stoppages resulting from labor unrest in 1969 have been markedly fewer and shorter than in 1968. Less than 6,000 man days were lost to strikes in the first quarter of 1969, as against over 20,000 man days in the same period of 1968. All told, 1968 witnessed 150 strikes that idled workers for a total of 285,000 man days, over twice the average of the three preceding years.

Relatively calm as the current labor scene has been for the first half of 1969, the future is unpredictable. The country's largest labor union, with 20,000 members in the sugar mills and cane fields, has been locked in wage negotiations with the industry since March. The industry is resisting union pressure for a further wage increase, on grounds that such an increase must be accompanied by a rise in the controlled price at which sugar is sold locally. The Government is opposed to such a price rise on the grounds that it would be inflationary.

The sugar industry was the scene of most of the labor strife in 1968. Strikes during the latter part of the year ended with a wage increase effective Dec. 1, plus lump sum wage payments totaling about $4 million to make the wage increase retroactive for the past three years.

A proposed Trade Disputes Bill is currently being discussed by labor and government leaders. In its original form, as published by the Government in March, the Bill would call for negotiations and make arbitration by an industrial court mandatory when negotiations fail. The Bill would empower the Minister of Labor to refer any dispute to the industrial court; and anyone engaging in a strike or walkout while the point at issue was before the court would be subject to fine or imprisonment.

Longer range benefits to the labor movement are being sought through recently initiated worker training and education programs. Critchlow Labor College, which opened on May 1, offers full and part-time courses for both young and adult workers. The College is controlled by the Guyana Trade Unions Congress. It was built at a cost of $100,000 on land donated by the city of Georgetown. In addition, an Industrial Training Center opened in December to provide technical training in evening courses, as well as full-time courses for unemployed youth. These new facilities supplement the existing Government Technical Institute and various training programs which larger private firms provide for their employees.

A comprehensive program of social security has been drawn up by the Government to provide worker benefits covering industrial accident, sickness, maternity, surviving dependents, and old age pensions. The program is to go into effect later this year, utilizing contributions from both employers and employees in amounts determined by a wage formula.

Buys more U.S. goods

Guyana's imports from the United States have been rising since 1964, though 1968 witnessed a decline from the sharp temporary increase in 1967. The rise to $31.1 million in 1967 included a number of one-time-only purchases of heavy equipment for AID-financed projects.

Excepting 1967 with its special rise in sales, U.S. exports to Guyana of $25.8 million in 1968 mark a continuation of the successive annual increases recorded since 1964. In relative terms, the U.S. share has been holding steady, except for 1967, at about 22.5% of the expanding market. This is second only to the United Kingdom, which enjoys Commonwealth preferences.

New Indonesia entrepot can benefit competitive position of U.S. firms

Will relieve importers of burdensome financing requirements; State says orders can be handled in one-tenth the present time

The first general entrepot for imports, established as part of the Indonesian Government's plan to develop a bonded warehouse system, was opened at Kampung Bandan (near Djakarta-Kota) by P. T. Jado Warehousing in April. Since then, according to the U.S. Embassy in Djakarta, the Government has sufficiently improved the entrepot facilities that U.S. firms may now wish to consider using them as a means of competing more effectively in the Indonesian market.

P. T. Jado Warehousing is owned indirectly by the Indonesian Department of Trade. Operational responsibility has been given to the Superintending Company of Indonesia Ltd., which is the Indonesian representative of General Superintendence Company, Ltd., of Geneva, Switzerland, an internationally known cargo inspection firm. A Dutch technical manager, supplied by the Swiss firm, is already assisting in the operation, and another Dutch expert is expected shortly to assume operational control of the entrepot. General Superintendence also owns 10% of the General entrepot facilities.

Entrepot users have advantage

The general entrepot will enable importers to store their goods without the necessity of opening letters of credit, paying import duties, taxes or other levies, or of obtaining consular invoices until the goods are withdrawn from the general entrepot.

For many years the Indonesian Government has required a 100% deposit when opening a letter of credit. This is still required for commercially financed imports. Since interest rates are high, it has been extremely costly for importers to finance goods from more distant markets such as the United States. Foreign suppliers whose goods are stored in the new entrepot facilities will have an important competitive advantage since importers of their merchandise will be relieved of burdensome financing involved in advance opening of letters of credit, and will also benefit from quicker deliveries.

The Indonesian Government states that import orders from the general entrepot can be processed within five to seven days compared to as long as sixty days when importing directly from the United States.

The warehouse facilities of P. T. Jado Warehousing consist of four units with brick walls, reinforced flooring and tin roofing, with a total floor space of 12,000 square meters. This is supplemented by open storage space of approximately 12,000 square meters. In recent months the premises have been made more secure with double barbed iron fences and other security wiring, double custody locks, elevated guard houses, illumination at night, fire fighting equipment, and internal security guards. Proper space has also been provided for customs officials.

The U.S. Embassy in Djakarta reports that the facilities are now more than adequate physically, and appear to be well supervised.

The Indonesian Government has issued a list of countries entitled to use the warehousing facility. These include all of the Western countries which have given aid to Indonesia, including the United States.

A charge of $6.90 per ton or cubic meter is made for services needed for the entry of merchandise in the general entrepot.

Warehouse storage rates, except for unusually valuable goods such as gold and diamonds, are $1.10 a month per ton or per cubic meter, and $.10 a month per case, bag, or package in the covered warehouse, and $1.10 per square meter in the open terrain.

Goods must be insured for their c.i.f. value (plus taxes and levies to which they will be subject and a 10% margin) by an insurance company authorized by P. T. Jado. A premium of 1.25% monthly is also added to the cost. These charges must be borne by the owner of the goods. In addition, a service charge is made for delivery of the goods from the entrepot.

Before shipping goods to the entrepot a supplier must submit an application to P. T. Jado and receive written confirmation concerning availability of storage space. Further information may be obtained from P. T. Jado Warehousing, 5-7 Kali Besar Timur, Djakarta-Kota, P.O. Box 1257/DAK, Djakarta, Indonesia.

Taiwan's import deposit cut should benefit U.S. suppliers

As of Aug. 18, Taiwan's import deposit requirement was cut from 50% to 25% of the c.i.f. value of the goods being imported. Under Taiwan's foreign trade regulations, all importers except those authorized to import on a deferred payment or consignment basis are required to make this deposit with a foreign exchange bank within 14 days after approval of their import license. The deposit requirement had been 100% prior to June 1967.

In announcing the new deposit rate, the Central Bank of China cited an improved trade balance, steady increases in foreign exchange holdings, and a slowdown in expansion of the domestic money supply as conditions which made the reduction possible.

Lowering of the deposit percentage should bring price reductions in imported goods subject to the deposit requirement. Since the requirement has the effect of discriminating against more distant suppliers by tying up importers' capital for longer periods, the reduction in deposit percentage may result in larger reductions in prices of U.S. and European goods than in those from Japan and other nearby suppliers.

Germans extend quota for canned asparagus

Germany has extended its import quota for canned asparagus cuts and tips (German term: 'Brechspargel') from Sept. 30 to Dec. 31, according to the *Bundesanzeiger* No. 130 of July 19. This extension of the import licenses issued will be granted to the importer upon application.

The quota covers only mixtures of stems and tips (importation of tips alone is not permitted). For previous announcement see INTERNATIONAL COMMERCE of Apr. 28, page 28.

Zambia takes majority control of two major mining companies; one is owned by American firm

Roan Selection Trust, controlled by American Metal Climax, is one of two firms urged to 'invite' Government to take 51% of equity

In a program of far-reaching economic measures made public Aug. 11, Zambian President Kenneth Kaunda announced that his Government will take over majority control of the mine operating companies of the country's two large copper producers, Roan Selection Trust, Ltd. (RST) and the Zambian Anglo-American Corp., Ltd. The firms have been asked "to invite the Government to join their enterprises" by offering it at least 51% of equity.

Fair compensation has been promised to the companies, based on book value; remuneration is expected to come from future earnings which would provide the Zambian Government with 51% of the companies' profits. A new mineral tax would replace the current copper export tax and royalty payments, and would be collected on a pay-as-you-earn basis in the form of a fixed charge per ton of copper produced.

In addition, mineral rights, formerly granted in perpetuity, have become the property of the Zambian Government, and will be leased to mining interests for 25-year periods. Companies having rights to known deposits that have not been worked can either take out an exploration license which offers a three-year period for preparation of a suitable development program, or apply directly for the 25-year mining lease. The latter option would entitle the Zambian Government to 51% of the mining venture.

RST, largely owned by the U.S. firm, American Metal Climax (AMAX), and other private American shareholders, represents the largest American investment in that African country. Ian MacGregor, Chairman of AMAX, announced his company's reaction to the Zambian developments by stating: "We at AMAX will support every effort on RST's part to implement the (Zambian) decision in a manner that will meet the objectives of the Zambian Government and at the same time respect the ownership rights of the private shareholders.

"We expect to receive from the Zambian Government the fair and equitable treatment which President Kaunda has promised."

Zambian Anglo-American, which is principally owned by South African interests, issued a similar statement, which expressed their intention to work toward an equitable settlement in negotiations now taking place between mining officials and the Zambian Government.

The Zambian Industrial Development Corp. (INDECO) will represent the Zambian Government in these negotiations and will subsequently be responsible for Government control of the mining companies.

The focal point of these discussions will be the amount of compensation to be paid to the companies; procedures by which the Government will assume control of mining operations will also be considered, particularly since continuing high levels of copper production are essential for a healthy Zambian economy. Returns from copper production annually provide approximately 65% of the Zambian Government's revenue and are the largest single source of foreign exchange. To prevent disruptions, a strike freeze has been declared in the country.

At Zambia's independence in 1964, both companies, RST and Anglo American, offered the Zambian Government a 30% to 50% share in their operations; these offers were refused at that time.

Other major measures announced by President Kaunda in his "economic reform" package include:

- Establishment of an oil refinery, to be built by the Italian state corporation ENI, and a national oil marketing company;
- Construction of Zambia's first car assembly plant for production of Fiat automobiles;
- Development of an integrated iron and steel industry, if tests of Zambian-mined ores prove successful; and
- Manufacture of bottles and other glass products, utilizing Zambian sand deposits.

All of these industries will be developed in cooperation with INDECO.

President Kaunda also announced that goods handled by Zambian state companies could be imported only by those companies. A National Import Agency will be established in association with the four state trading enterprises to handle consumer items such as clothing, foodstuffs and domestic hardware.

The country's exchange control regulations were also modified to exempt firms with 51% Zambian ownership and a majority of Zambian directors from exchange control restrictions that apply to foreign and expatriate firms on local borrowing and remittance of dividends.

The exchange control restrictions on remittance of dividends (to 30% of equity capital provided that the 30% does not exceed half of the profits) were first announced in April 1968 as part of the Zambian Government's "Mulungushi Declaration," (see INTERNATIONAL COMMERCE of Apr. 29, 1968) in which 25 expatriate companies were also "invited" to sell 51% controlling interest to INDECO; no American interests were involved at that time.

The April 1968 measures and the recent economic pronouncements are both designed to encourage business participation by native Zambians and to provide greater revenue from Zambian resources for national economic development projects.

The United States has an Investment Guaranty Agreement with Zambia under which the Agency for International Development (AID) is able to insure investment projects undertaken by American firms against non-commercial risks of expropriation, currency inconvertibility, and loss due to war, revolution, or insurrection; also available are extended risk guarantees which cover up to 75% of both political and business risks.

Further information on this program may be obtained from AID's Office of Private Resources, Washington, D.C. 20523.

France ends import quotas on industrial pork items

France recently removed quantitative restrictions on the importation of pork lard and pork grease (Tariff No. 15.01-A-I) that are to be used for industrial purposes only. This excludes items to be used in the manufacture of food products. The above action applies to imports from all nations, including the United States.

Canada raises its estimates for 1969 capital investment

The Canadian Government's annual mid-year survey of capital spending plans reveals that domestic investment intentions for 1969 have risen from about C$17.0 billion to C$17.4 billion since the comprehensive survey released in April of this year. This is an increase of 11% over 1968 levels and 2% over the earlier projection (International Commerce, Apr. 28, 1969).

The upward trend in business investment plans is heightened by the mid-year survey, which shows an increase from C$9.2 billion in the April survey to C$9.9 billion. Thus the gain, estimated earlier at 8%, is now expected to be 13% over last year's levels.

Capital spending plans by manufacturing firms have been revised upward from the April estimate of 15% to 20% over the 1968 level. Most of this increase is accounted for by textiles, wood and chemicals, although the latter industry still envisions outlays 23% below 1968 levels.

Investment in new construction should increase by 12% over last year instead of the earlier 9% estimate. Contributing to this increase is an expected 15% rise in housing construction over last year.

Although capital goods expenditures in agriculture are now expected to decline by 6%, the previously expected slight lag in mining investment is now expected to be a slight increase.

A Ministry of Industry, Trade, and Commerce analysis of the mid-year survey concludes that planned investment is "reasonably well within the scope of existing productive resources," but cautions against "further build-up at this time of less essential capital programs."

According to the survey, capital investment by the various sectors of the economy in 1969 will be as follows, with all figures expressed in Canadian dollars and those for actual 1968 investment in parentheses:

Agricultural and fishing, $963 million ($1 billion); forestry, $105 million ($84 million); mining, $1.08 billion ($1.04 billion); manufacturing, $2.6 billion ($2.2 billion); utilities, $3.5 billion ($3.2 billion); construction, $265 million ($254 million); housing, $3.0 billion ($2.8 billion); wholesale and retail trade, $629 million ($524 million); financial, $530 million ($471 million); commercial services, $570 million ($454 million); institutional services, $1.47 billion ($1.41 billion); and government, $2.2 billion ($2 billion). The total of these is $17.4 billion ($15.6 billion).

Italy has $100 million fund for high technology imports

The Italian Government has established a $100 million loan fund to stimulate Italy's imports of scientific instruments and advanced technology equipment. Loans from the fund, to be administered by the Instituto Mobiliare Italiano (IMI), will be made to private or public institutions, universities, and industrial enterprises to finance imports of these goods. The law also provides that imports financed by such loans shall be free of all taxes, including sales tax, import equalization tax, and customs fees.

IMI expects to be able to process loan applications by the end of September or early October. The establishment of the loan fund offers an excellent opportunity to American producers to expand their sales of scientific and other advanced technology equipment in Italy. They will have to make vigorous sales efforts, however, since suppliers in other countries will also be alert to the new sales opportunities.

Austria's first nuclear plant may benefit U.S. exporters

After several years of preliminary discussions of the problems related to the erection of the first nuclear power plant in Austria, government circles and particularly the Transport Minister are now in favor of accelerated action.

In May, the Kernkraftwerk Plannungs G.m.b.H., (Nuclear Power Plant Planning Co.), abbreviated KKWP, invited bids from the following four companies: the German firm of Kraftwerk-Union A.G. (joint subsidiary of Siemens and AEG-Telefunken), the British Nuclear Design and Construction Ltd., the Swiss Brown Boveri and the Swedish firm of ASEA. KKWP instructed Brown Boveri to obtain separate quotations for the nuclear portion of the plant from General Electric, Westinghouse and Combustion Engineering.

The U.S. Embassy sees the possibility that some bids of the U.S. firms will be accepted and fitted together into an Austrian version of a complete power plant; in this event, considerable export opportunities may exist for American suppliers of many kinds of nuclear power plant equipment.

ADB will study Asian economic issues, problems

Bank survey will guide economic development, regional cooperation

The Asian Development Bank (ADB) has announced that it will be conducting a study of the key issues of economic development that will be faced by Southeast Asian countries in the 1970's. A request for such a study was presented by Thailand at the Fourth Ministerial Conference for Economic Development of Southeast Asia last April in Bangkok. The Ministerial Conference was also attended by Indonesia, Japan, Laos, Malaysia, Philippines, Singapore and South Vietnam, with Cambodia sending an observer.

The study is to "analyze the nature of the major problems that will confront the nations of the region in the seventies and explore the possibilities of individual and cooperative action by the governments to effect their solution." The findings of the study are expected to be available in the first half of 1970.

In proposing such a study to the Conference, the Government of Thailand stated that the study was necessary in view of the rapidly changing economy of the region. It noted that agriculture of the region was being revolutionized and that there were significant possibilities for development of the water resources of the region, such as those of the Mekong, and development of the mineral resources and the industrial complexes based upon these resources.

The study will be designed to give Southeast Asian countries a common body of information and analysis on which to base future national and regional economic policies and planning. It will also serve as a guide to regional organizations and other bodies concerned with the economic development of the region.

The participating Southeast Asian governments have decided to set up an Advisory Committee of representatives of governments which will provide liaison between the ADB and the governments. The ADB for its part is preparing for discussions with the Advisory Committee on the specific scope of the study and has convened a group of economic experts to help in the preparation.

Australian, European firms offer varied items for manufacture in U.S.

Licensees sought for anti auto-theft device, auto exhaust attachment, industrial furnaces, couplings, ventilated door, material handling items

Firms in Australia, France, Germany and Switzerland, are offering a variety of products for manufacture in the United States by U.S. licensees. Products offered are an anti-theft parking device, ventilated door, materials handling equipment, an electro-mechanical cylinder, industrial furnaces, a pipe coupling, and an automobile exhaust attachment.

For additional information and the name and address of the specific firm write the Office of International Investment, code 874, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230, referring to the appropriate file number assigned to each of the opportunities listed below.

• A most unusual patented automobile anti-theft and parking control device from Australia is offered to an American licensee for manufacture.

The device consists primarily of a strong high tensile aluminum tube with a 38,000 lb. p.s.i. breaking strain. It is sunk permanently into the ground in back of or in front of the parked car. Using a key, the user or owner of the parking space raises the heavy tube to car hood level and locks it into position. It can only be operated by the key holder. Each unit has its own combination. The car cannot be driven away with this heavy tube blocking its escape.

Production should present no serious problems to a reasonably versatile metal manufacturing company. The product, while simple and free of complex working parts, appears to hold promise for the residential and apartment building parking areas. **File 1801.**

• A patented door invention is being offered to the United States door manufacturing industry under a licensing arrangement.

The new door design emphasizes personal security, easily controlled and correct ventilation engineering, full screening and weatherproof sealing in a variety of door stylings that might appeal to the American householder. The door, closed, presents a conventional exterior door appearance. By use of an air or electrically controlled mechanism, the top and bottom sections of the door will slide behind a permanent center panel, revealing two aluminum insect screens, reinforced by decorative metal grill work that provides a ventilating system combining security, privacy and correct ventilation. The door is presently being produced in Australia, where a relatively small market exists. Using mass production, the estimated costs would be about $35 per unit, according to the Australian based firm.

The company offering the license for production and distribution in the United States say that they own the patent. **File 1802.**

• A French firm, holding U.S. patents on the equipment, offers for manufacture his materials handling equipment.

The French company also is willing to invest capital in the United States for manufacturing purposes as well as work out an arrangement to manufacture American designed materials handling equipment in France under license from a U.S. manufacture. **File 1803.**

• A West German firm is seeking a U.S. licensee to produce a patented electro-mechanical cylinder with built-in overload switch.

The cylinder is constructed so that a cylindrical steel housing contains all parts of the adjustable drive, to which a Standard CEMA flanged motor is attached. The power of the motor is transmitted by a plug-type clutch (not slip clutch) to the adjustable drive, which in turn actuates the piston rod in axial direction. The axial guide of the piston rod is within the housing and the piston rod is sealed at the end of the housing.

The adjustable drive of the cylinder is controlled by a specially designed switch which controls all functions, including reversing the stroke, stroke length, and overload. The overload switch and the end limit switches are built into the connection box on the cylinder, and are easily accessible from outside.

The cylinders are also available with signal switches, which are located outside the housing for ready viewing. The maximum stroke of the cylinder is about four feet, and its adjustable power is up to 6,600 lb. **File 1804.**

• A West German manufacturer is seeking a U.S. licensee to produce its industrial furnaces, hot working plants, and controlled atmosphere generators.

There are many types and kinds of furnaces offered for heat treating of metals, hardening, tempering, bright annealing, forging and melting. The units are single, double, multiple, and dual purpose, depending upon usage. And the units are vertical, rotary, shaft or small chamber types, heated by gas, oil or electricity.

The company also offers fully automatic oil burners, controlled atmosphere generators, and switchgear and control systems for industrial furnaces. **File 1805.**

• A U.S. licensee is sought by a Swiss company to manufacture their newly developed pipe coupling.

This pipe coupling operating hydraulically ensures better sealed joints between pipes of cast or wrought iron, steel, aluminum, asbestos, cement, glass, stoneware or almost any material.

It can accommodate any dimensional inaccuracy or ovality of the external pipe surface. Three major types of couplings are offered: the normal type used to fit sewage pipes such as cast iron, cement, and similar materials. A second type is used with temperatures ranging from 22 degrees F. to 250 degrees F. largely used in food manufacturing industries, hospitals, kitchen wings, and related fields. A third or industrial type coupling being offered is acid resisting and also applicable for temperatures from 22 degrees F. to 250 degrees F. **File 1806.**

• A carbon monoxide reduction device for automobile exhaust gases is offered for licensing in the United States by a small but reliable trusteeship and patent licensing company backed by experienced businessmen in Switzerland.

The device is electronically operated, small (diameter 3.2 inches and height 2.6 inches) can be easily built into both new and used cars. The amount of time used to build the system into a used car amounts to approximately one to two hours. There is a low production and maintenance cost.

The principle upon which the device operates is through producing a fuel air mixture which allows an optimum combustion of the fuel. **File 1807.**

U.S. licenses sought by German manufacturer

Licenses to manufacture newly developed types of industrial cranes and conveying systems are sought by a German producer of materials handling equipment. The modern firm sells its products on the EEC and EFTA markets.

Write: "HWM" Hermann Weh Maschinenfabrik KG, 49-51 Burgunder Str., 4 Duesseldorf-Heerdt, Germany. WTD. **P-70113.**

Investment Assistance

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. "P" numbers should be used when writing about specific proposals.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington D.C. 20230 or the nearest Department of Commerce Field Office.

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations administered by the Office of Foreign Direct Investments, U.S. Department of Commerce, Washington, D.C. 20230.

German firm interested in U.S. metal products

A German company engaged in finishing and distribution of steel and metal products seeks licenses to produce steel, plastic, or aluminum parts for residential and industrial construction; air conditioning systems for residential and office use; and toys, sporting goods, swimming pools, vacation type dwelling and camping equipment made of steel and aluminum.

The firm is an affiliate of a German manufacturer of steel and other metal construction materials.

Write: Becker GmbH, 663 Saarlouis-Fraulautern, Germany. WTD. **P-70112.**

Ceylon seeks foreign investors to establish local sugar industry

The Government of Ceylon is seeking foreign investors for the establishment of a sugar industry in the Uda Walawe river valley, 110 miles southeast of Colombo. The project, which is expected to be implemented on a turn key basis, contemplates an 18,000 acre sugar plantation, a sugar plant with a crushing capacity of 3,000 tons and factories for the manufacture of by-products.

Foreign investors will be expected to prepare feasibility studies and plan the project, provide technical advice and guidance in land development and irrigation, provide foreign exchange costs of the project, train local personnel and manage the venture for a period of eight to 10 years. The Ceylon Government will provide working capital and local development costs, provide all local personnel and carry out land development and construction of irrigation facilities under guidance of the foreign collaborator.

A variety of tax incentives are offered for foreign investors in this project. Submit offers to the Chairman, Tender Board, Ministry of Land Irrigation and Power, P.O. Box 500, Colombo, Ceylon, not later than 10 a.m. Sept. 30. Documents giving complete details on this project are available by **writing:** Commercial Office, Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C. 20008, Area Code 202, 483-4025, or the Office of International Investment, Bureau of International Commerce (BIC-878), Department of Commerce, Washington, D.C. 20230. **P-70102.**

Two Argentine firms seek U.S. licenses

An Argentina producer of food processing machinery seeks a license to manufacture fruit juice evaporators and other fruit and vegetable processing equipment.

Write: Lopez Carrillo Establecimientos Metalurgicos S.A., Sargento Cabral 145, San Jose, Guaymayen, Mendoza, Argentina. WTD. **P-70128.**

- A license to manufacture industrial heat exchangers and neon gas compressors is sought by an Argentina producer of related equipment.

Write: IMEG Tecnica S.A.C.I., 9 de Julio 1132, Bernal, Province of Buenos Aires, Argentina. WTD. **P-70129.**

Welsh manufacturer wants to expand product line

A Welsh manufacturer of components for the aircraft, optical, textile and chemical industries seeks licenses to make additional products utilizing its present capabilities. It is also interested in a cross licensing agreement. The firm is prepared to install additional equipment, if necessary, and establish a sales organization to market the products manufactured under license.

The Welsh concern is prepared to send representatives to the U.S. to discuss promising licensing arrangements with U.S. companies. **Write:** Slater & Wheeler (Airlyne) Ltd., Peel St., Abergele, Denbighshire, North Wales. WTD. **P-70097.**

French firm's manager seeks U.S. business agreements

Eugene Mouth, General Manager of PRECISMECA, a French firm which manufactures materials handling equipment, will visit the United States from Oct. 13-25 in an effort to locate U.S. firms interested in concluding cross licensing and joint venture agreements.

Mr. Mouth desires licenses for advanced products in the following categories: bulk material conveyors, package conveyors, and special materials handling equipment for industries and airports; elevators for industrial installations; and prefabricated metal framework buildings.

He would also like to discuss cooperation with an American firm, in the form of either a reverse license or joint venture, to manufacture and sell in the U.S. conveyors for which his firm holds U.S. and Canadian patents.

Founded in 1956, PRECISMECA is capitalized at $300,000 and reports annual sales for 1968 of $4.6 million. It employs 170 persons at a modern factory in eastern France, and indicates it has 18 acres available at the plant site for expansion, as well as the financial means to build additional manufacturing facilities. With its German subsidiary, Gesellschaft fur Fordertechnik, located in Sulzbach-Saarland, PRECISMECA maintains a sales organization of 36 agents in Europe, Chile, Canada, and Africa.

PRECISMECA recently built and installed a 3.1 mile long conveyor for Arwinsal Potash of Canada, Limited, Lanigan, Saskatchewan.

Firms interested in the proposals should **write:** Eugene Mouth, General Manager, PRECISMECA, 26 rue du Marechal Joffre, 67 Saverne, France. **P-70111.**

World Trade Opportunities Continued through page 35

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. The three-digit number and commodity classifications are from the Standard Industrial Classification (SIC) Manual. The five-digit numbers under each heading are from the Numerical List of Manufactured Products, 1967 Census of Manufacturers, Bureau of the Census and are used extensively by government and industry in classifying products.

U.S. firms should also be aware that the listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the *Department of Commerce Export Control Regulations* or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

NOTE: The SIC Manual is available for $4.50; The Numerical List of Manufactured Products (MC67-1) for $1.75 and the Export Control Regulations are priced at $12 a year. These publications may be ordered from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any of the 42 Department of Commerce Field Offices throughout the United States.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

019 Miscellaneous agriculture

01920—GERMANY—Grass and clover seeds. Requests price quotations c.i.f. European ports. Feldsaaten S. Freudenberger OHG. (importer, distributor, exporter), 415 Krefeld-Uerdingen, Postfach 104. WTD 7/69.

203 Canning, preserving foods

● **20300—CEYLON**—90,000 cartons of canned fish each containing 48x15 or 15½ oz. cans net weight and 50,000 cartons containing 100x5 or 5½ oz. cans net weight. Bid deadline Sept. 19. General Manager, The Co-Operative Wholesale Establishment, Box 990, Colombo 2.★ (Telephone: 202, 967-4793).

229 Textile goods

22940—SPAIN—Textile, wastes. Mr. Carlos Martinez D'Agostino (importer, distributor), Oriente 6, Ayelo de Malferit, Valencia. WTD 7/69.

22951—SPAIN—Synthetic leather to manufacture coats. Fiocentra, S.A. (importer, distributor), Villanueva 16, Madrid (1). WTD 6/69.

251 Household furniture

25144—PARAGUAY—Metal folding tray tables, dinner or TV tables; tray tables for serving food in bed; metal trays (lithographed or not) with detachable and/or fixed legs. Yunque S.A. (importer, distributor, retailer), Calle Presidente Franco y O'Leary, Asuncion. WTD 4/69.

25144—PARAGUAY—Metal folding tray tables, dinner or TV tables; tray tables for serving food in bed; metal trays (lithographed or not) with detachable and/or fixed legs. Ferbazer S.R.L. (importer, distributor, retailer), Calle Colon y Oliva, Asuncion. WTD 5/69.

253 Public building, related furniture

25311—UGANDA—School furniture. Copy of specifications which give full details of sizes and quantities required is available from Trade Opportunities Staff, BDSA-541, Rm. 4053, U.S. Department of Commerce, Washington, D.C. 20230. Uganda School Supply Ltd. (importer), P.O. Box 20180, Kampala. WTD in preparation.

264 Converted paper, paperboard products

26491—SINGAPORE—Stationery. Mr. D. Arrowsmith, Mgr. of MPH Distributors Sdn. Bhd. (importer, distributor, agent), 71/77 Stamford Rd., Singapore 6. WTD in preparation.

273 Books

27315—SINGAPORE—General books. Mr. D. Arrowsmith, Mgr. of MPH Distributors Sdn. Bhd. (importer, distributor, agent), 71/77 Stamford Rd., Singapore 6. WTD in preparation.

27315—THAILAND—Books, fiction, English language, hard cover or paperback. Antony Ltd. (importer, retailer), 240 Siam Sq., Rama I Rd., Bangkok. WTD 3/69.

281 Industrial chemicals

● **28100—BURMA**—Supply of petroleum chemical products and solvents as follows: 100 metric tons of S.B.P. 106/125° (aromatic hydrocarbon); 40 metric tons of toluene; 40 metric tons of xylene; 40 metric tons of secondary butyl alcohol; 5 metric tons of diacetone alcohol; and 50 metric tons of butanol to be packed in 44/46 imperial gallon brand new 18 gauge steel drums and supplied in two shipments during January-March and April-June 1970. Tender No. Payola/Yaung/Datu 18/9/69-70, bid deadline Oct. 1. Marketing Manager, People's Oil Industry, Post Office Box No. 1049, 622 Merchant St., Rangoon ★(Telephone 202, 967-3464). A copy is also available for review at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102.★ (Area Code 415, 556-5868).

28197—SPAIN—Boron (metal). Sociedad Anonima G. y A. Figueroa (manufacturer), Av. de Jose Antonio, 33, Madrid (13). WTD 8/69.

282 Synthetic materials

28242—JAPAN—Dynel (modacrylic fiber) dyed, undyed endless top fiber to be used for manufacturing hair wigs; interested in importing about 20 metric tons per month constantly. Seiwa Trading Co., Ltd. (importer, distributor, exporter), 23, 1-chome, Takaba-cho, Nakamura-ku, Nagoya. WTD 4/69.

306 Fabricated rubber products

30692—SPAIN—Rubber hose and tubing, especially for naval construction. Mr. Marcelo

Ensunza (importer, distributor), Plaza de San Agustin, 7, Desierto-Erandio (Bilbao). WTD 7/69.

30695—SPAIN—Rubber packing. Mr. Marcelo Ensunza (importer, distributor), Plaza de San Agustin, 7, Desierto-Erandio (Bilbao). WTD 7/69.

307 Plastic products

30797—PARAGUAY—Plastics dinnerware, tableware, kitchenware. Yunque S.A. (importer, distributor, retailer), Calle Presidente Franco y O'Leary, Asuncion. WTD 4/69.

30798—PARAGUAY—Consumer, commercial plastic products except footwear, shoe products, hose, tubing. Yunque S.A. (importer, distributor, retailer), Calle Presidente Franco y O'Leary, Asuncion. WTD 4/69.

30798—PARAGUAY—Consumer, commercial plastic products except footwear, shoe products, hose, tubing. Ferbazar S.R.L. (importer, distributor, retailer), Calle Colon y Oliva, Asuncion. WTD 5/69.

322 Glass, glassware

39999—JAPAN—Miscellaneous gift items, home accessories. Nippon Kigyo Trading Corp. (importer, distributor, exporter), P.O. Box No. 168, Higashi, Nagoya. WTD 7/69.

32291—JAPAN—Table, kitchen, art, novelty glassware. Nippon Kigyo Trading Corp. (importer, distributor, exporter), P.O. Box No. 168, Higashi, Nagoya. WTD 7/69.

32291—PARAGUAY—Table, kitchen, art, novelty glassware; table glassware suitable for domestic, hotel, catering industries. Yunque S.A. (importer, distributor, retailer), Calle Presidente Franco y O'Leary, Asuncion. WTD 4/69.

Table, kitchen, art, novelty glassware; table glassware suitable for domestic, hotel, catering industries. Ferbazar S.R.L. (importer, distributor, retailer), Calle Colon y Oliva, Asuncion. WTD 5/69.

323 Glass products

32316—PARAGUAY—Glassware such as cookware, ovenware, smokers' accessories. Yunque S.A. (importer, distributor, retailer), Calle Presidente Franco y O'Leary, Asuncion. WTD 4/69.

329 Abrasive, asbestos, nonmetallic mineral products

32920—SPAIN—Asbestos products, especially for naval industry. Mr. Marcelo Ensunza (importer, distributor), Plaza de San Agustin, 7, Desierto-Erandio (Bilbao). WTD 7/69.

32933—SPAIN—Packing, asbestos, other for sealing of moving parts. Mr. Marcelo Ensunza. (importer, distributor, Plaza de San Agustin, 7, Desierto-Erandio (Bilbao). WTD 7/69.

331 Steel mill products

33155—SPAIN—Wire, steel. Ferreteria Unceta, S.A. (importer, distributor), Apartado Postal No. 18, Eibar, Guipuzcoa. WTD 6/69.

342 Cutlery, hand tools, general hardware

34211 — PARAGUAY — Cutlery, scissors, shears, trimmers, snips. Ferbazar S.R.L. (importer, distributor, retailer), Calle Colon y Oliva, Asuncion. WTD 5/69.

34231—PARAGUAY—Mechanics' hand service tools. Yunque S.A. (importer, distributor, retailer), Calle Presidente Franco y O'Leary, Asuncion. WTD 4/69.

Mechanics' hand service tools. Ferbazar S.R.L. (importer, distributor, retailer), Calle Colon y Oliva, Asuncion. WTD 5/69.

34232—PARAGUAY—Carpenter edge tools, hand operated. Yunque S.A. (importer, distributor, retailer), Calle Presidente Franco y O'Leary, Asuncion. WTD 4/69.

Carpenter edge tools, hand operated. Ferbazar S.R.L. (importer, distributor, retailer), Calle Colon y Oliva, Asuncion. WTD 5/69.

34233—PARAGUAY—Carpenter files, rasps, file accessories, other handtools. Yunque S.A. (importer, distributor, retailer), Calle Presidente Franco y O'Leary, Asuncion. WTD 4/69.

Carpenter files, rasps, file accessories, other handtools. Ferbazar S.R.L. (importer, distributor, retailer), Calle Colon y Oliva, Asuncion. WTD 5/69.

34250—PARAGUAY—Carpenter handsaws, saw blades, saw accessories. Yunque S.A. (importer, distributor, retailer), Calle Presidente Franco y O'Leary, Asuncion. WTD 4/69.

Carpenter handsaws, saw blades, saw accessories. Ferbazar S.R.L. (importer, distributor, retailer), Calle Colon y Oliva, Asuncion. WTD 5/69.

34250—SPAIN—Handsaws, saw blades, saw accessories. Ferreteria Unceta, S.A. (importer, distributor), Apartado Postal No. 18, Eibar, Guipuzcoa. WTD 6/69.

34291—SPAIN—Hardware, marine. Mr. Marcelo Ensunza (importer, distributor), Plaza de San Agustin, 7, Desierto-Erandio (Bilbao). WTD 7/69.

34294—PARAGUAY—All types of builders' hardware; drapery hardware. Yunque S.A. (importer, distributor, retailer), Calle Presidente Franco y O'Leary, Asuncion. WTD 4/69.

345 Screw machine products

● **34500—IRAN**—Supply of spring washers of various sizes and quantities. Tender No. 89/48, bid deadline Oct. 19. Iranian State Railways, Tehran.★ (Telephone: 202, 967-5585).

351 Engines, turbines

● **35100—TAIWAN**—Supply 3 each 125,000 metric H.P., 257 rpm Francis type hydraulic turbines, governors and guard valves, 3 each alternating current generators, and switchboards and associated equipment. Tender No. IB2A-037(W), bid deadline Oct. 1. IBRD financing Central Trust of China, Purchasing Department, 49 Section 1, Wuchang St., Taipei, Taiwan. One copy of specifications available for reference only, not for loan from the Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington, D.C. ★(Area Code 202, 967-4241).

352 Farm machinery

35222—MALAWI—Milking machines, electric, for 2 cows, 230/250 cycle, with compressor. Miller & Wixley (Malawi) Ltd. (importer, distributor, agent), Johnston Rd., P.O. Box 886, Blantyre. WTD 2/68.

353 Construction, mining, materials handling machinery, equipment

● **35300—MOROCCO**—Three electrical cranes mounted on rails for loading and unloading ships of all types in the port of Agadir. Hoisting capacity 3 tons at normal speed, and 6 tons at lower speed. Provisional deposit: 20,000 dirhams ($4,000). Installation works should not exceed 15 months. Bid deadline Sept. 30. Specifications are available in French from Monsieur l'Ingenieur en Chef des Ponts et Chaussees, Chef de la Circonscription du Sud des Travaux Publics et des Communications, Boulevard Moulay Abderrahmane, Casablanca.

354 Metalworking machinery

35452—SPAIN—Measuring tools, precision. Ferreteria Unceta, S.A. (importer, distributor), Apartado Postal No. 18, Eibar, Guipuzcoa. WTD 6/69.

35482—SPAIN—Tools, hand; cutting tools. Ferreteria Unceta, S.A. (importer, distributor), Apartado Postal No. 18, Eibar, Guipuzcoa. WTD 6/69.

355 Special industry machinery

35511—MEXICO—Dairy, milk products plant. Machinery, equipment, bottling. Complete pasteurizing and homogenizing plant to process 20,000 liters of milk daily. Correspondence is requested in Spanish. Sr. Jose Dominguez, Presidente Asociacion Ganadera de Tierra Blanca (Cattle Association of Tierra Bianca, Ver.) (importer), Independencia No. 810, Tierra Blanca, Veracruz. WTD in preparation.

Dairy, milk products plant. Machinery, equipment, bottling. Complete pasteurizing and homogenizing plant to process 15,000 liters of milk daily. Correspondence requested in Spanish. Asociacion Ganadera de Acayucan (Cattle Association of Acayucan) (importer), Palacio Municipal, Acayucan, Veracruz. WTD in preparation.

35595—MEXICO—Tanneries, leather. Complete tannery plant to process 100 cattle skins daily. Correspondence requested in Spanish. Sr. Jose Dominguez, Presidente Asociacion Ganadera de Tierra Blanca (Cattle Association of Tierra Blanca, Ver.) (importer), Independencia No. 810, Tierra Blanca, Veracruz. WTD in preparation.

359 Machinery

35992—SPAIN—Tubing, flexible, metal. Mr. Marcelo Ensunza (importer, distributor), Plaza de San Agustin, 7, Desierto-Erandio (Bilbao). WTD 7/69.

361 Electric transmission, distribution equipment

● **36100—CHILE**—Supply metal-clad, metal-enclosed interruptor and high and low-voltage circuit breakers, metal-enclosed unit substations specification No. 11-19. Bid deadline Oct. 21, Empresa Nacional de Electricidad S.A. "ENDESA", Departamente de Ingenieria Electrica, calle Santa Rosa No. 76, 13th Floor, Santiago, Chile. Payment financed by IBRD credit. One copy of specifications available for reference only, from the Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington, D.C. 20230.★ (Area Code 202, 967-4241).

● **36100—MALAYSIA**—Supply 132 and 11 KV switchgear and ancillary equipment for Bentong, Mentakab and Raub Substations. Tender No. 8444, Bid deadline Sept. 30. The National Electricity Board, States of Malaya, P.O. Box 1003, No. 129, Jalan Bangsar, Kuala Lumpur. Specifications available for reference only, from the Power & Electrical Equipment Division, BDSA, Room 1424, Department of Commerce, Washington, D.C. ★(Area Code 202, 967-4241). Also one copy available for reference only, Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(Area Code 415, 556-5868).

● **36100—NEW ZEALAND**—Supply and delivery of one 50 MVA 220/33 V transformer

bank for INVERGARGILL substation. Tender No. 533; bid deadline Sept. 23. Secretary Tenders Committee, New Zealand Electricity Department, P.O. Box 12144, Wellington North, New Zealand. Specifications available from the Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202, 967-4241). Also one copy available from the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102.★ (Telephone: 415, 556-5868).

● **36100—PERU**—Supply 7 each 220/60 KV single phase transformer. Bid deadline Oct. 16 Servicio de Compras, Oficina 306, Veracruz 261, Casilla 1384, Lima, Peru. Specifications available from the Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington, D.C. 20230 ★(Area Code 202, 967-4241) one copy available for reference only, Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(Area Code 415, 556-5868).

● **36100—THAILAND**—Supply 42 sets, 69-KV circuit breakers, outdoor type, 200 ampere continuous rating with 5,000 MVA—3 phase interrupting capacity, to ASA and NEMA standards. Tender No. MEA-PSD-167, bid deadline Sept. 29. Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok, Thailand. Specifications available from the Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington, D.C. 20230 ★(Area Code 202, 967-4241) also one copy available for reference only from the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102. ★(Area Code 415, 556-5868).

364 Electric lighting, wiring, equipment

● **36400—THAILAND**—Supply 78 each units of 69KV station value lightning arrestors complete with clamp type line and ground terminals suitable for No. 4/0 AWG to 500 MCM copper. Tender No. MEA-PSD-166, bid deadline Sept. 23. Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. Specifications available from the Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington, D.C. 20230. ★(Area Code 202, 967-4241) copy available for reference only from Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif., ★(Area Code 415, 556-5868).

365 Radio, television, receiving sets

36520—SWEDEN—250,000 30 cm LP-Records, label 2 colors, wrapped in plastic bags, covered in cartons, 4-color frontside, 2-color backside, plasticlaminated. Request prices c.i.f. Stockholm. Swedish firm will provide American manufacturer with master tapings of Swedish musical material. HIEX AB (importer, agent, exporter), 14060 Box, S-104 40 Stockholm. WTD in preparation.

369 Electrical machinery, equipment, supplies

● **36900—BURMA**—Supply 1,527 batteries for both light and heavy duty motor vehicles. Tender No. EES-2(Q)PWC/69-70, bid deadline Sept. 10. Chairman, Public Works Corp., 60 SHWEDAGON Pagoda Rd., Rangoon, Burma. Specifications available from the Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington, D.C. 20230 ★(Area Code 202, 967-4241). One copy available for reference only at Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. ★(Area Code 415, 556-5868).

373 Ship building, repairing

37313—CHILE—Interested in 6-months time charter, with option to purchase, steamer 3,000 to 3,800 tons d.w., for dry cargo, lumber, built after 1962, for trading between U.S. Gulf ports and West Coast of South America. Or, alternatively, vessel of 1,000 to 1,200 tons d.w. for trading along the Chilean coast. Minimum credit terms 8 years with first-class bank guarantee. Correspondence requested in Spanish. Sociedad Anonima Maritima y Comercial "SOMARCO" (importer, agent, shipping agents, warehousing), Av. Bulnes 146, Casilla P.O.B. 14775, Correo 15, Santiago. WTD in preparation.

382 Instruments for measuring, controlling, indicating physical characteristics

● **38200—GREECE**—Two tide gauges for permanent fitting. Tender No. 52256/69, bid deadline Sept. 3. Requested by Supreme Procurement Committee of the Ministry of National Defense (G.H.N.S.) 2, Paparigopoulou St., Athens. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202, 967-2939). Copies also available for review at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102.★ (Telephone: 415, 556-5868).

384 Surgical, medical, dental instruments

● **38400—CEYLON**—Three sterilizers, high speed, for unwrapped utensils and instruments; 3 filters; 1 spare steam generator with set of electric immersion heater elements and automatic feed water pump. Bid deadline Sept. 23. Requested by Chairman, Tender Board, Department of Health, P.O. Box No. 584, Colombo, Ceylon. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202, 967-2939). Copies also available for review at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102.★ (Telephone: 415, 556-5868).

Greek Navy seeking supply of teletype equipment

The Hellenic Navy Command has issued Tender No. 5218/2/69/20.7.69, for the supply of teletype equipment. Bid deadline is Sept. 12.

Bids should offer a page printer without keyboard with attached tape perforator; automatic teletype signal transmitter, and a comparator converting a frequency shift T/G signal to a teletype signal.

Copies of tender announcement and specifications are available on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202, 967-4823).

386 Photographic equipment

● **38600—GREECE**—Supply of dimensionally stable photographic film for map and chart production, Tender No. 52257/69. Bid deadline Sept. 4. Requested by the Supreme Procurement Committee of the Ministry of National Defense (G.H.N.S.) 2, Paparigopoulou Street, Athens. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202, 967-2939). Copies also available for review at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102.★ (Telephone: 415, 556-5868).

394 Toys, amusement, sporting goods

39410—SINGAPORE—Toys (all kinds). Mr. D. Arrowsmith, Mgr. of MPH Distributors Sdn. Bhd. (importer, distributor, agent), 71/77 Stamford Rd., Singapore 6. WTD in preparation.

396 Costume jewelry, novelties, buttons, notions

39610—JAPAN—Costume jewelry, costume novelties, except precious metal. Nippon Kigyo Trading Corp. (importer, distributor, exporter), P.O. Box No. 168, Higashi, Nagoya. WTD 7/69.

Chile requests bids for firm, electrical equipment

Bids are requested by Chile for an electrical consulting firm and equipment and technical assistance for the installation and/or start-up installation for El Toro power plant, Specification No. 11-21. Bid deadline is Dec. 2. **Write:** Empresa Nacional de Electricidad S.A., "ENDESA". Departamento de Ingenieria Electrica, calle Santa Rosa #76, 13th Floor, Santiago, Chile.

Correspondence is preferred in Spanish and bidders must be legally represented in Chile. Payment will be under IBRD credit. One copy of the specifications is available for reference only from the Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington, D.C. 20230 ★(Area Code 202, 967-4241).

SHAPE issues tenders for Morse, voice systems

The Supreme Headquarters Allied Powers Europe, Communications-Electronics Division, has issued Tender No. 69-11 PS/MEB, for the supply of a transportable Morse and voice training system. Bid deadline is Oct. 6.

Bids should offer one transportable Morse and voice training system for use by twelve students, complete with Morse keys earphones and microphones.

To obtain copies of the tender announcement and specifications, **write:** Supreme Headquarters Allied Powers, Europe, Purchasing and Contracting Office, Ace Communications Electronics Equipment Cande Division, Shape, B-7010 Belgium, or on a short-term loan basis to NATO qualified firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230. ★(Area Code 202, 967-4823).

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

239 Fabricated textile products

23962—SINGAPORE—Furniture trimmings. Anthony NG Kiok Peh, Managing Partner of Guan Chua & Co. (manufacturer), 137 Albert St., Singapore 7. WTD in preparation.

243 Millwork, veneer, plywood, prefabricated structural wood products

24332—SWEDEN—Materials and methods for building, prefabricated buildings, sections, walls, ceilings, floors, etc. Bernt Aslund AB (contractor) (importer, distributor), 13 Varvagen, S-183 62 Taby. WTD 8/69.

273 Books

27300 — SPAIN — Books, all classes. "LEMOS", Difusora de Publicaciones Internacionales (agent, distributor, retailer), O'Donnell, 27, Madrid (9). WTD 7/69.

281 Industrial chemicals

28151—GERMANY—Naphthol bases and salts for use in textile industry. Alwin Schneevoigt (distributor, agent), 23 Kirchstrasse, P.O. Box 15, 7887 Murg. WTD 8/69.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

28430—GERMANY—Assistants and finishes for textiles. Alwin Schneevoigt (distributor, agent), 23 Kirchstrasse, P.O. Box 15, 7887 Murg. WTD 8/69.

295 Paving, roofing materials

29520—GERMANY—Roofing, coating materials. Georg Mueller (importer, distributor, agent), 7921 Itzelberg, Kreis Heidenheim/Brenz, Tunnelweg 12. WTD 8/69.

299 Products of petroleum, coal

29920—SWEDEN—Chemo-technical products used for the cleaning and maintenance of machinery, equipment in the mechanic workshop industry. AB Fluido (manufacturer, exporter), 39 B Storgatan, S-582 23 Linkoping. WTD 8/69.

307 Plastic products

Plastic dinnerware, tableware, kitchenware. Ferbazar S.R.L. (importer, distributor, retailer), Calle Colon y Oliva, Asuncion. WTD 5/69.

342 Cutlery, hand tools, general hardware

34292—SINGAPORE—Furniture hardware. Anthony NG Kiok Peh, Managing Partner of Guan Chua & Co. (manufacturer), 137 Albert St., Singapore 7. WTD in preparation.

355 Special industry machinery

35521—GERMANY—Dyeing, finishing machinery; machinery for drying stocks, yarns, cloth, etc. Alwin Schneevoigt (distributor, agent), 23 Kirchstrasse, P.O. Box 15, 7887 Murg. WTD 8/69.

35590—SWEDEN—Apparatus used for the cleaning and maintenance of machinery, equipment in the mechanic workshop industry. AB Fluido (manufacturer, exporter), 39 B Storgatan, S-582 23 Linkoping. WTD 8/69.

357 Office, computing, accounting machines

35720—MEXICO—Used, reconditioned, office typewriters. Distribuidora General, Hector Huerta e Hijos (importer, agent), Calle 5a. (Emiliano Zapata) No. 1719, Tijuana, Baja California. WTD 7/69.

361 Electric transmission, distribution equipment

36113—FINLAND—Instruments measuring levels of fluids, other materials in temperatures ranging from minus 30° to plus 40° centigrade. Instruments should measure the level to an accuracy of one-tenth of a millimeter. Laaketukku Oy, X-Ray and Laboratory Dept. (Mr. Yrjo Avellan) (importer, distributor, agent), Box 20130, Helsinki 20. WTD in preparation.

362 Electrical industrial apparatus

36215—SWEDEN—Synchros, servo mechanism systems; stepping motors. Forslid & Co. AB (importer, distributor, agent), 8 Gyllenstiernsgatan, S-115 26, Stockholm. WTD 8/69.

36220—FINLAND—Alarm instruments for controlling humidity, pressure, pressure differences, temperature. Laaketukku Oy, X-Ray and Laboratory Dept. (Mr. Yrjo Avellan) (importer, distributor, agent), Box 20130, Helsinki 20. WTD in preparation.

364 Electric lighting, wiring equipment

36430—SWEDEN—Solderless connectors (electric wiring devices). Forslid & Co. AB (importer, distributor, agent), 8 Gyllenstiernsgatan, S-115 26, Stockholm. WTD 8/69.

366 Communication equipment

36620—SWEDEN—Encoders and decoders system. Forslid & Co. AB (importer, distributor, agent), 8 Gyllenstiernsgatan, S-115 26, Stockholm. WTD 8/69.

36626—FINLAND—Ultrasonic equipment for industrial applications. Laaketukku Oy, X-Ray and Laboratory Dept. (Mr. Yrjo Avellan) (importer, distributor, agent), Box 20130, Helsinki 20. WTD in preparation.

36626—SWEDEN—Electronic military, industrial, commercial equipment and components. AB Nordqvist & Berg (importer, distributor, agent), 14 Kvarngatan, S-102 62, Stockholm. WTD 8/69.

369 Electrical machinery, equipment, supplies

36930—FINLAND—Humidity measuring industrial instruments based on the use of isotopes. Isotopic irradiation therapy equipment. Laaketukku Oy, X-Ray and Laboratory Dept. (Mr. Yrjo Avellan) (importer, distributor, agent), Box 20130, Helsinki 20. WTD in preparation.

381 Engineering, laboratory, scientific, research instruments

38112—FINLAND—Laser, thermoradiography equipment for industrial applications; automatic analysis equipment for clinical chemistry. Laaketukku Oy, X-Ray and Laboratory Dept. (Mr. Yrjo Avellan) (importer, distributor, agent), Box 20130, Helsinki 20. WTD in preparation.

384 Surgical, medical, dental instruments

38410—FINLAND—Isotopic irradiation diagnostic equipment, such as nephrographic, scanning equipment; laser equipment; thermoradiography (thermovision), ultrasonic diagnostic equipment for medical applications. Laaketukku Oy, X-Ray and Laboratory Dept. (Mr. Yrjo Avellan) (importer, distributor, agent), Box 20130, Helsinki 20. WTD in preparation.

386 Photographic equipment, supplies

38611—FINLAND—Gamma ray cameras for medical applications. Laaketukku Oy, X-Ray Laboratory Dept. (Mr. Yrjo Avellan) (importer, distributor, agent), Box 20130, Helsinki 20. WTD in preparation.

391 Jewelry, silverware, plated ware

39130—SPAIN—Semi-precious stones for jewelry trade, especially plastic imitation. Mr. Louis H. Heydeman (agent), Marina, 10, Las Palmas de Gran Canaria. WTD 9/67.

Singapore issues tenders for earth satellite station

The Tender Officer, Telecommunications Department, 35 Robinson Road, Singapore, has issued a tender for the supply, installation, and commissioning of a satellite earth station. Bid deadline is Nov. 24.

Tender documents are available on payment of a Singapore $5,000 deposit (approximately U.S. $1670) by check payable to Director Telecommunications Department.

Visiting Buyers and Officials

AUSTRIA—Dipl. Ing. Wolfgang Erhart, Landwirtschaftliche Naehrmittelindustrie Ges. m.b.H., Neuer Markt 2, A-1010 Vienna, **interested in establishing business relationship with American companies in the form of either a licensing arrangement for production in Austria of preserved milk, dry milk products and foodstuffs with milk base, or agency arrangement for distribution of certain foods, particularly mashed potato powder, crackers, freeze-dried products, and requesting technical information on freeze-drying process.** Sept. 10 via New York for 1 month. Itinerary: 9/10-17 New York c/o Franks Ltd., 395 Park Ave., New York, N.Y. 10022; 9/18-22 Washington, D.C. c/o Dairy Society Institute, 1145 19th St., N.W., Washington, D.C. 20036; 9/23-24 Madison; 9/25-28 Chicago c/o American Dry Milk Institute, 130

N. Franklin St., Chicago, Ill. 60606; 9/29-30 San Francisco, 10/1-5 Los Angeles. WTD in preparation.

JAPAN—Fujiaki Matsumura, Haruo Sugao, Chozo Mai and Fusanosuke Uekawa, representing Matsuzakaya Co., Ltd., 16-1 Sakae 3-chome, Naka-ku, Nagoya, **interested in studying American shopping center design, construction and administration.** Sept. 9 via San Francisco for 2 weeks. c/o Masao Kikushima, Noritake Co., 572 W. 7th St., Los Angeles, Calif. 90014. Itinerary: San Francisco, Los Angeles, Honolulu. WTD in preparation.

Hajime Ohnishi, Tokyo Office, Tsubakimoto Machinery & Engineering Co., Ltd., 13-13 Tsukini 1-chome, Chuo-ku, Tokyo, **interested in direct purchase and agency of power transmission equipment and requesting technical information on this equipment, especially chain parts, speed reducers and speed change gear.** Sept. 5 via San Francisco for 25 days. c/o Japan Trade Center, 531 Sutter St., San Francisco, Calif. 94104. Itinerary: San Francisco, Los Angeles, Chicago, New York, Cleveland. WTD in preparation.

Jotaro Uchida, Akiyoshi Kitabatake, Takeshi Kamimura and Kiromasa Seike, representing Matsuzakaya Co., Ltd., 16-1 Sakae 3-chome, Naka-ku, Nagoya, **interested in studying American shopping center and department store display and sales techniques.** Sept. 9 via Los Angeles for 2 weeks. c/o Masao Kikushima, Noritake Co., 572 W. 7th St., Los Angeles, Calif. 90014. Itinerary: Los Angeles, San Francisco, Honolulu. WTD in preparation.

NETHERLANDS—James G. F. van Krimpen, Management Consultant, representing his own firm, Het Fierschaap, Sterksel, N.B., **interested in distributing frozen Alaskan King crab meat throughout Europe, in all market forms available.** First week of Sept. via Anchorage for approx. 7-10 days. c/o Ed Miller, KLM-Royal Dutch Airlines, Captain Cook Hotel, 4th Ave. & I Streets, Anchorage, Alaska. Itinerary: Anchorage, Homer, Kodiak, others as required. WTD in preparation.

NEW ZEALAND—F. A. Coker, Manager, General Merchandise Dept., William H. Terry & Co. Ltd., Borthwick House, The Terrace, Wellington, **interested in chemicals and raw materials for industry and requesting technical information on product specifications.** Sept. 9 via New York for 3 weeks. c/o New Zealand Trade Commission, Suite 308, Association's Bldg., 1145 19th St., N.W., Washington, D.C. 20036. Itinerary: New York, Philadelphia, Baltimore, Washington, D.C., St. Louis, Galesburg, Ill., Akron, Chicago, San Francisco, Los Angeles, Honolulu. WTD 7/68.

Malaysia issues tender for television equipment

The Secretary, Ministry of Information and Broadcasting, Kuala Lumpur, has issued a tender, for the supply of television transmission equipment. Bid deadline is Sept. 25. Bid should offer seven TV transmitting systems for use along the east coast and central region of West Malaysia.

Copies of tender announcement and specifications are available from the Secretary, Ministry of Information and Broadcasting Angkasapure, Kuala Lumpur, upon payment of U.S. $10 or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230.★ (Area Code 202, 967-4823).

New Trade Lists

The Bureau of International Commerce has published the following trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-924, U.S. Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 per list for each country.

American Firms, Subsidiaries and Affiliates—Hong Kong, August 1969.

American Firms, Subsidiaries and Affiliates—Ireland, August 1969.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

Information and advice is available from these offices on: foreign markets for U.S. products and services, economic facts on foreign countries, firms with marketing facilities in foreign countries, trade and investment opportunities abroad, Government financing aid to exporters, foreign exchange regulations and procedures, export and import statistics.

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 843-2386.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Bldg. Area Code 907 Tel. 272-6531.

ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803 Tel. 577-4171.

CHARLESTON, W. VA., 25301, 3000 New Federal Office Bldg., 500 Quarrier St. Area Code 304 Tel. 343-6181 Ext. 375 and 376.

CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. Area Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Bldg., 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216 Tel. 522-4750.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. 749-3287.

DENVER, COLO., 80202, 16419 Federal Bldg., 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, Room 610-B, Federal Office Bldg., 450 Main St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 286 Alexander Young Bldg., 1015 Bishop St. Area Code 808 Tel. 546-5977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713 Tel. 226-4231.

JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 W. Bay St. Area Code 904 Tel. 791-2796.

KANSAS CITY, MO., 64106, Room 2011, 11 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 710 Home Federal Bldg., 147 Jefferson Ave. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414 Tel. 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612 Tel. 725-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza, Foley Sq. Area Code 212 Tel. 264-0634.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, ORE., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Bldg., 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 S. State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 8021 Federal Office Bldg., 909 First Ave. Area Code 206 Tel. 583-5615.

New Books and Reports

***After the Kennedy Round: Outlook for World-Wide Trade Liberalization.* By Karen K. Bivens. Published by National Industrial Conference Board, New York. 1968. 69pp. $15.**

The business leaders participating in this survey have presented their analyses of the effects of the Kennedy Round on the countries' trade and of the probable impacts on world trade.

Stressed are impact of the Kennedy Round on trade and industry, special treatment for developing nations, the impact of regional trade blocs on world trade development. A conclusion is given, also an appendix, and a country-by-country review.

Write: National Industrial Conference Bd., Inc., 845 Third Ave., New York, N.Y. 10022.

***British Commonwealth and International Trade Index: 1968-69.* Published by Business Dictionaries, Ltd., London. 1968. 696pp. $15.**

A classified trade list of manufacturers, producers and distributors, this volume includes the countries of the United Nations, emphasizing those of the British Commonwealth.

The cable and postal addresses and telephone number are given for each business firm listed. Firm names are indexed both alphabetically and by classification.

Write: International Publications Service, 303 Park Ave. South, New York, N.Y. 10010.

***Foreign Investments and International Law.* By Georg Schwarzenberger. Published by Frederick A. Praeger, New York. 1969. 237pp. $12.**

This study is of particular interest to potential investors in the less developed countries. It is written by a recognized authority on the practical effects of international law and focuses mainly on problems of investment in the developing nations.

Protection of investments abroad since 1945 is analyzed from the viewpoint of British Treaty practice as well as the multilateral approach. A number of bilateral treaties and such multilateral agreements as the IBRD Convention on the Settlement of Investment Disputes are discussed and assessed.

Professor Schwarzenberger explains and evaluates the proposal for an international investment insurance agency and summarized the eight choices of protection currently before investors. The book details a number of case histories including the Anglo-Iranian oil dispute and the nationalization of the Suez Canal Company. A useful selective bibliography completes this well indexed book.

Write: Frederick A. Praeger, Inc., 111 Fourth Avenue, New York, N.Y. 10003.

INTERNATIONAL MARKETING INFORMATION SERVICE

This identification symbol, which appears on each of the International Marketing Information Service reports, is also accompanying announcements made in this section.

Latest IMIS reports are:

World Markets for U.S. Exports: Food Processing and Packaging Equipment in France, IMIS—69-124. 10 cents.

IMIS reports are available from Commerce Field Offices or from Sales & Distribution Branch, Room 2119, Department of Commerce, Washington, D.C. 20230.

***Canadian Mines Handbook 1969-1970.* Compiled and published by Northern Miner Press Limited, Toronto. 1969. 456pp. C$6 (U.S.$5.55) paperback.**

This annual publication describes active and inactive Canadian mining companies listing their main offices, chief officers, date and province of incorporation, capital structure, mining properties and developments, and other pertinent information.

The active companies are further referenced by the type of their metal and mineral production. There are also tables showing the range of mining stock prices beginning with 1962 and describing the rules and commissions regulating stock transfer.

Other features include tables displaying the value of Canadian mineral production and exports for 1967 and 1968, and the average major metal prices during the 1960's; listings of professional, trade and mining associations, and federal and provincial mines departments; and a summary of producing mines including capacity, mine manager, and mill superintendent.

Write: Northern Miner Press Limited, Toronto 247, Ontario, Canada.

***Printing Machinery Trends: 1964-1968.* Published by U.S. Department of Commerce/Business and Defense Services Administration. 21pp. 35 cents.**

This report presents a summary of U.S. trade in printing trades machinery, together with detailed data by commodity and principal countries of source and destination, during the years 1964-68.

The printing trades machinery industry has shown a consistent growth pattern through the years. It is active in world trade, exporting well over 10% of its output of this type of machinery.

Trends as shown in this report indicate, however, that the industry is encountering increasing competition from foreign sources both at home and abroad.

Write: Superintendent of Documents, Government Printing Office, Washington, D.C. 20402.

***Commodity Trade Statistics: Ireland, Singapore, Norway, Austria, Trinidad and Tobago.* Published by the United Nations, New York. 271pp. $1.50.**

The Department of Economic and Social Affairs of the United Nations publishes this listing of commodity trade statistics according to Standard International Trade Classification. A year's subscription, covering numerous countries, costs $25.

Write: United Nations, Sales Section, New York, N.Y. 10017.

***Export Directory of Portugal.* Published by Interpropo, Lisbon. 1969. 1,019pp. $15.**

Included in this Portuguese export directory is information on trade services; banking, credit, insurance; transportation, energy, customs and forwarding; advertising agencies; tourism; and real estate.

Lists of manufacturers and business firms by type of product and also alphabetically by name with address and product line are provided. Introduction section and headings appear in English, French, German, Italian and Portuguese. One section gives names and addresses of exporters, importers, distributors, wholesalers, export agents and buying agents.

Write: International Publications Service, 303 Park Ave. South, New York, N.Y. 10010.

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Calendar *for international traders*

BALTIMORE—Sept. 15—Businessmen's Consultation, **Joseph Rand, commercial officer, U.S. Embassy, Vienna.** Sponsor: Commerce Field Office.

BEAVER FALLS, PA.—Sept. 12—Export Luncheon Forum, Holiday Inn, 12 noon. Sponsors: Commerce Pittsburgh Field Office, Chamber of Commerce.

BOSTON—Sept. 19—Businessmen's Consultation, **Joseph Rand, commercial officer, U.S. Embassy, Vienna.** Sponsor: Commerce Field Office.

BUTLER, PA. — Sept. 9 — Export Luncheon Forum, Holiday Inn, 12 noon. Sponsors: Commerce Pittsburgh Field Office, Chamber of Commerce.

CEDAR RAPIDS, IA.—Sept. 16—International Trade Bureau of the Cedar Rapids Chamber of Commerce begins fall season, Roosevelt Motor Hotel, program 6 p.m., dinner 7 p.m. Speaker: Mr. Leo Welt, International Management, Chicago.

CHICAGO—Sept. 11—International Trade Club of Chicago, LaSalle Hotel.

CHICAGO—Sept. 16—In-Office Meeting, 1486 New Federal Bldg. Sponsor: Commerce Field Office.

CHICAGO—Sept. 17—Chicago Midwest Credit Management Assn., Bismarck Hotel.

DETROIT—Sept. 9—Export Seminar, 445 Federal Building, 9:30 a.m. Sponsor: Commerce Field Office.

DOYLESTOWN, PA.—Sept. 8—International Trade Development Assn. of Bucks Co., Conti's Cross Keys Inn, dinner, 5:30 p.m. Speaker: Jose Luiz Mirando, manager, Banco do Brazil, New York, "Economic & Business Opportunities in Brazil."

GREENSBURG, PA.—Sept. 17—Export Luncheon Forum, Mountain View Inn, 12 noon. Sponsors: Commerce Pittsburgh Field Office, Chamber of Commerce.

HONOLULU—Sept. 17—Export-Import Workshop, Suite 286, Alexander Young Building, 10 a.m. Sponsors: Commerce Field Office, SBA.

KANSAS CITY—Sept. 9—Meeting for Exporters "Port of Mobile" Top of the Tower, 911 Main, 5:30 p.m. Sponsors: Commerce Field Office, REEC, International Trade Club.

KANSAS CITY—Sept. 11—Export Documentation Workshop, Federal Office Bldg., 911 Walnut, 2-4 p.m. Sponsors: Commerce Field Office, REEC.

MADISON, Wis.—Sept. 19—Governor's Annual Export Expansion Conference, "Export Prospects in South America," Wisconsin Center. Sponsors: Commerce Milwaukee Field Office, Governor Warren P. Knowles, REEC.

MINNEAPOLIS—Sept. 10—Minnesota World Trade Assn., Normandy Hotel, monthly meeting, 5:30 p.m. Speaker: Leo G. B. Welt, "The East European Market—How do you deal over there?"

NASHVILLE—Sept. 9—First of five sessions of an Export Educational Seminar, Belmont College. Topic: "Introduction to Exporting and Government Services." Sponsors: Commerce Memphis Field Office, REEC, Belmont College.

NEW YORK—Sept. 9-10—Businessmen's Consultation, **Wilbur Wright, economic-commercial officer, U.S. Embassy, Rome.** Sponsor: Commerce Field Office.

NEW YORK—Sept. 11—Overseas Automotive Club, Summit Hotel, 12 noon, reception/luncheon. Chairman: Robert J. Menne, vice president, Muller & Phipps (Asia) Ltd.

NEW YORK—Sept. 16—FCIB Hardware-Automotive & Allied Trades Group Meeting. Advertising Club, 23 Park Ave., 12:30 p.m. Chairman: Irving Heps, export credit manager, American Standard, Inc.

NEW YORK—Sept. 18—FCIB Drug, Chemical & Food Export Club, Advertising Club, 23 Park Ave., 12:15 p.m. Chairman: Herman M. Beltzer, director of treasury services, Revlon, Inc., New York.

PHILADELPHIA—Sept. 17—Businessmen's Consultation, **Joseph Rand, commercial officer, U.S. Embassy, Vienna.** Sponsor: Commerce Field Office.

PHILADELPHIA—Sept. 17—38th Annual Meeting of Foreign Traders Assn. of Phila., Inc., Ballroom, Sheraton Hotel, reception 5:45 p.m., dinner 7 p.m. 26th Annual Award to Arthur K. Watson, chairman, IBM World Trade Corp., and vice chairman, IBM Corp.

PHOENIX—Sept. 18—Export Workshop, Room 5413, Federal Bldg., 10 a.m.-12 noon. Sponsors: Commerce Field Office, REEC.

PITTSBURGH—Sept. 16—Trade Fair Seminar, 2214 Federal Bldg., 1:30 p.m. Sponsor: Commerce Field Office.

READING, PA.—Sept. 10—Reading Foreign Traders Assn., Abraham Lincoln Hotel, 6 p.m. Monthly dinner meeting.

ST. LOUIS—Sept. 9—"Show You" Export Workshop, Conference Room, Federal Building, 2 p.m. Sponsors: Commerce Field Office, REEC.

SAN FRANCISCO—Sept. 11—U.S./Japan Relations—1970's, San Francisco Hilton Hotel. Sponsors: Chamber of Commerce, Japan Week in San Francisco Committee.

SAN FRANCISCO—Sept. 15—Western Agricultural Export Conference, Mark Hopkins Hotel, Carl J. Gilbert, special representative for trade negotiations, luncheon speaker. Sponsors: 40 organizations including REEC.

SAVANNAH — Sept. 11-12 — Businessmen's Consultation, **Joseph Rand, commercial officer, U.S. Embassy, Vienna.** Sponsor: Commerce Field Office.

SIOUX CITY, IA.—Sept. 11—Export Workshop Dinner, Joe Gantz Steak House, 6 p.m. Sponsors: Commerce Des Moines, Ia., Field Office, REEC, Chamber of Commerce, New York Port Authority.

SIOUX FALLS, S.D.—Sept. 11—Small Business Export Expansion Workshop, Holiday Inn, 8:30 a.m. Sponsors: Commerce Minneapolis Field Office, SBA, Northwest Orient Airlines, South Dakota Industrial Development Expansion Agency.

TARENTUM, PA.—Sept. 18—Export Luncheon Forum, Holiday Inn, 12 noon. Sponsors: Commerce Pittsburgh Field Office, Allegheny Valley Chamber of Commerce, Allegheny Valley Industrial Development Assn.

WASHINGTON, PA.—Sept. 8—Export Luncheon Forum, Holiday Inn, 12 noon. Sponsors: Commerce Pittsburgh Field Office, Chamber of Commerce.

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